

GRAIN DEALERS' JOURNAL

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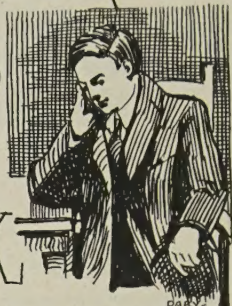
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97 Board of Trade

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TO
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GRAIN

to

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52 Board of Trade.

CHICAGO.

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Please write for bids

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Grain Merchants

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your "ad" will be read too if you
place it here.

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Sell by sample and make prompt returns.

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Prompt Returns Guaranteed.

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255 La Salle St. CHICAGO, ILL.

DIRECTORY OF GRAIN RECEIVERS, SHIPPERS, BROKERS, TRACK BUYERS.

BALTIMORE.

Bennett, J. H., & Co., grain, mill feed, hay.
 Bishop, W. G., & Co., grain, hay.
 Botts & Co., Thos. H., grain, seeds, hay.
 England, Chas., & Co., grain, hay.
 Frame, Knight & Co., commission.
 Hammond & Snyder, receivers, exporters.
 Hax, G. A., & Co., grain, hay, seeds.
 Hopps, William, Grain & Hay Co., grain.
 Kirwan Bros. Grain Co., grain commiss'n.
 Loane, J. A., & Co., grain and hay.
 Manger, J. A., & Co., grain, hay, seed.
 Steen, E., & Bro., hay, straw grain.

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.

BOSTON, MASS.

Ronald, Thomas, grain and mill feed.
 Yantis, J. A., grain.

BUFFALO.

Alder, W. W., strictly commission.
 Anderson & Co., H. G., grain and mill feeds.
 Buffalo Cereal Company, grain.
 Burns Bros., grain commission.
 Gallagher, W. B., damaged grain.
 Heathfield & Washburn, grain and feed.
 Heindold, John G., grain and feed.
 Irwin, Dudley M., barley.
 Pratt & Co., grain commission.
 Seymour, Jr., J. A., grain commission.
 Waters, Henry D., grain commission.
 Watkins & Company, grain and feed.
 Yantis, S. W., grain and feed.

CAIRO, ILL.

Halliday, H. L., Milling Co., grain.

CHICAGO.

Armour Grain Co., grain buyers.
 Ash, I. N., & Co., grain and seeds.
 Bartlett, Prazier & Carrington, grain.
 Beckwith, W. L., & Co., grain.
 Bentley-Jones Grain Co., grain commission.
 Bridge & Leonard, Commission Merchant.
 Calumet & Western Elev. Co., commission.
 Chicago Grain & Elev. Co., commission.
 Counselman, Willis, & Co., commission.
 Crighton & Co., grain commission.
 Everingham, L., & Co., grain, seeds.
 Finney, Sam, commission.
 Fraser, W. A., Co., grain commission.
 Freeman, H. H., & Co., grain, hay, straw.
 Gerstenberg & Co., grain, seeds.
 Goemann Grain Co., grain buyers.
 Heeman, Edward G., Commission.
 Hemmelgarn, H., & Co., commission.
 Hoyt, Lowell & Co., grain receivers.
 Hulburd, Warren & Co., grain commission.
 Irwin, Green & Co., grain commission.
 Johnson, W. F., & Co., grain, seeds.
 Lasier & Hooper, receivers and shippers.
 Mackenzie, J. P., cash grain.
 Merritt, W. H., & Co., grain, seeds.
 Mueller & Young Grain Co., barley, oats.
 Mumford, W. R., Co., commission.
 Randall & Co., T. D., hay commission.
 Rogers, H. W., & Bro., grain and seeds.
 Rosenbaum Bros., receivers, shippers.
 Rosenbaum, J., Grain Co., receivers, ship'rs.
 Rumsey & Company, grain commission.
 Sidwell, Geo. H., & Co., grain commission.
 Somers, A. L., & Co., grain, field seeds.
 Van Ness & Wilson, grain receivers.
 Warner & Wilbur, grain commission.
 Wagner, E. W., receiver and shipper.
 Ware & Leland, grain, seeds.
 Weare Grain Co., commission.
 West, John, & Co., grain, seeds.
 Wetmore, H. D., & Co., commission.
 Winans, F. E., grain and seeds.

CINCINNATI.

Southern Grain Co., grain merchants.
 Union Grain & Hay Co., grain, hay.

CLEVELAND, O.

Bennett, Walter A., grain, hay, mill feed.
 Strauss & Co., H. M., receivers grain, hay.
 Union Elevator Co., grain, hay, straw.
 Williams, Edward A., grain, hay, mill feed.
 Williams, S. T., grain commission.

COLUMBUS, O.

Columbus Grain & Elevator Co., grain, oats.
 McAllister, Jas. P., & Co., grain and hay.
 McCord & Kelley, track buyers, shippers.
 Scott & Woodrow, grain and hay shippers.
 Seeds Grain Co., grain and hay.
 Tingley Bros., grain, hay, chop feed.

DAYTON, OHIO.

Schaeffer & Boroff, grain shippers.

DECATUR, ILL.

Burks, C. A., Illinois grain.
 Dumont, W. L., cash grain broker.
 Dumont, Roberts & McCloud Co., gr. dlrs.

EVANSVILLE.

Small, W. H., & Co., grain, seeds.

FORT WORTH, TEX.

Andrews & Ranson, grain, hay, etc.

GALVESTON, TEX.

Hanna & Leonard, grain, hay.

GREENVILLE, OHIO.

Grubbs, E. A., Grain Co., track buyers.

INDIANAPOLIS.

Riley, W. J., & Co., grain, feed, hay.

JACKSONVILLE, FLA.

McCallum, Kingsley & Co., grain, hay.

KANSAS CITY.

Beach-Keever Grain Co., grain receivers.
 Ernst-Davis Grain Co., commission.
 Thresher, Robt. J., grain broker & comsn.

KENTLAND, IND.

McCray, Morrison & Co., track buyers.

LOUISVILLE, KY.

Brandels, A., & Son, receivers & shippers.
 Callahan & Sons, electric grain elevator.
 Schuff, A. C., & Co., grain and hay.

MEMPHIS.

Davis & Andrews, grain dealers & millers.
 Denyven & Co., grain and hay brokers.
 Wade, John, & Sons, grain dealers.

MILWAUKEE.

Franke Grain Co., grain and feed.
 Lowry, I. H., & Co., grain commission.
 Lull, Chas. R., grain, feed, hay.
 Milwaukee Elevator Co., the barley house.

MINNEAPOLIS.

American Grain Co., grain commission.
 Barnum Grain Co., receivers, shippers.
 Brown, E. A., & Co., commission.
 Poehler, H., Co., grain commission.
 Marfield-Griffiths Co., grain commission.
 Spencer Grain Co., commission, barley.
 Van Dusen-Harrington Co., commission.
 Welch, E. L., & Co., grain commission.

NASHVILLE, TENN.

Wilkes, J. H., & Co., grain, hay.

NEWARK, N. J.

Champlin, F. A., & Co., grain, hay, mill fd.

NEW YORK CITY.

Carscallen & Cassidy, grain, hay.
 Forbell & Tilson, grain commission.
 Morey, L. A., oats and corn.
 Reinhardt, Geo. N., & Co., hay, grain.

NORFOLK, VA.

Etheridge & Co., D. E., grain brokers.

PEORIA, ILL.

Miles, P. B. & C. C., grain commission.
 Tyng, Hall & Co., grain commission.
 Van Tassel Grain Co., receivers, shippers.

PHILADELPHIA.

Chapin & Co., grain, mill feed.
 Delp, Edmund E., & Co., grain, hay.
 Dunwoody, E., & Co., grain and seeds.
 Edenborn, Harry M., grain, feed.
 Koch, W. J., & Co., grain, hay, mill feed.
 Rogers, E. L., & Co., grain, hay.

PITTSBURG.

Foster C. A., grain, hay, feed.
 Geidel & Co., grain, hay, straw.
 Keil & Thorne, grain, hay, feed.
 McCaffrey's, Daniel, Sons, grain, hay.
 McCague, R. S., grain, hay.

PORTLAND, ME.

Merrill, Edward P., grain broker.

RICHMOND, VA.

Beveridge, S. T., & Co., grain, hay, seeds.
 King, Geo. T., broker and commission.

SAVANNA, ILL.

Griffith-Hall Grain Co., barley.

ST. LOUIS, MO.

Brinson-Waggoner Grain Co., receivers.
 Byrne, Daniel P., & Co., grain, hay, seeds.
 Connor Bros. & Co., grain commission.
 Graham, G. L., & Co., grain, hay, seeds.
 Picker & Beardsley, grain and seeds.
 Sherry-Bacon Grain Co., grain commission.
 Wallace, F. L., & Co., grain commission.

TOLEDO.

King, C. A., & Co., grain, clover seed.
 National Milling Co., cash buyers of wheat.
 Montgomery, R. H., & Co., corn, oats, hay.
 McCabe, G. B., grain and seeds.
 Prine & Potter, grain and seeds.
 Reynolds Bros., grain and seeds.
 Rundell, W. A., & Co., grain, seeds.
 The Toledo Field Seed Co., clover, timothy.
 The Toledo Salvage Co., salvage grain.
 United Grain Co., grain commission.
 Worts & Emmick, grain commission.
 Zahm, J. F., & Co., grain, seeds.

TYRONE, PA.

Miller, John H., grain, hay.

WHEELING, W. VA.

Produce & Grain Co., corn, oats, hay.

Sample Envelopes for Grain.

The Spear Safety Envelope is best suited to the needs of grain dealers.
 Write for samples

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HEYWOOD MFG. CO.
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Postal and Western wires and long distance
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GRAIN AND ELEVATOR BROKER,
 Decatur, Ill.

I have sold 14 elevators in the last three months.
 Write me.

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DENYVEN & CO., BROKERS

Corn, Oats, Hay, Bran.
Consignments Solicited.
343 Front St. MEMPHIS, TENN.

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Reference—Duquesne National Bank.
Established 1867. Consignments solicited.

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Rooms 33 and 35 Board of Trade
INDIANAPOLIS, IND.
Both Cash Grain and Option Departments

John Wade & Sons, GRAIN BUYERS AND DEALERS Members Merchants' Exchange. MEMPHIS, TENN.

GEIDEL & CO.

Leading Mill Feed Dealers
GRAIN, HAY AND STRAW
Members National Hay Association;
Pittsburg Grain and Flour Exchange
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Receivers and Shippers
GRAIN, HAY, FLOUR AND FEED
Write or wire us if you want to buy or sell.
Will answer promptly.
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National Hay Association.
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THOMAS RONALD

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Member of Boston Chamber of Commerce, Buffalo Board of Trade, Grain Dealers National Ass'n
Representative of first class western houses.
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Quote us Corn, Oats & Hay H. D. COTHRAN & CO., Brokers. Rome, Ga.

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H. L. Halliday Milling Co. WHEAT, CORN AND OATS, CAIRO, ILL. Elevator Capacity 500,000 Bushels.

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Benepe-Owenhouse Company SHIPPERS OF Montana Chevalier Barley and Montana White Wheat.

Elevators at Bozeman and Belgrade. Address all communications to BOZEMAN, MONT. Use Robinson Code.

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H. H. DAUM, Mgr. Produce & Grain Co. Wheeling, W. Va. Buyers Ear Corn, Oats, Hay and Feed, Special attention given consignments

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Exceptionally prompt returns. Accurate weights. Send samples for bids.

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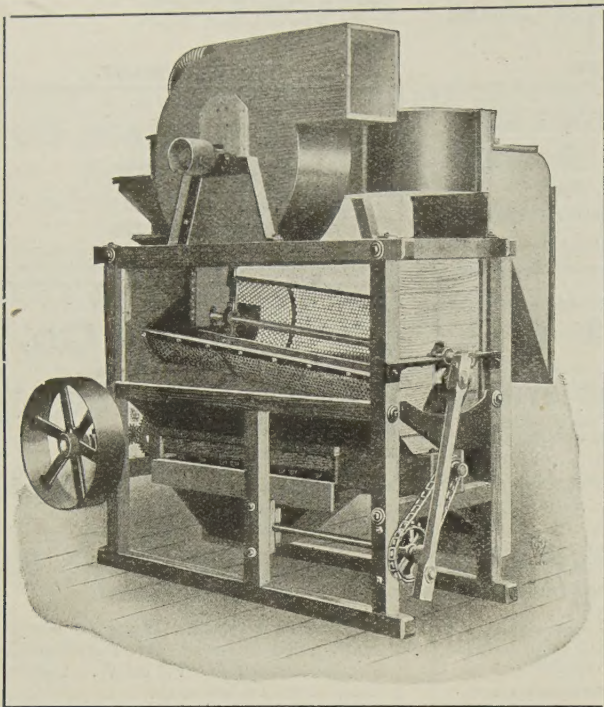
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Successors to G. L. McLane & Co.
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Grain Elevators on Grand Trunk Railway.
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Recleaned Yellow Shelled Corn and White Oats.
CLEVELAND, OHIO



Non-Vibrating, Non-Shaking Warehouse and Elevator Separator. Read description in this number.

Motion of sieve only 30 per minute.

Will out-wear two or three ordinary shaking cleaners.

Air suction on grain before and after.

After seeing one of these cleaners you will have nothing more to do with old style shaking cleaners.

Get one and thus keep up-to-date.

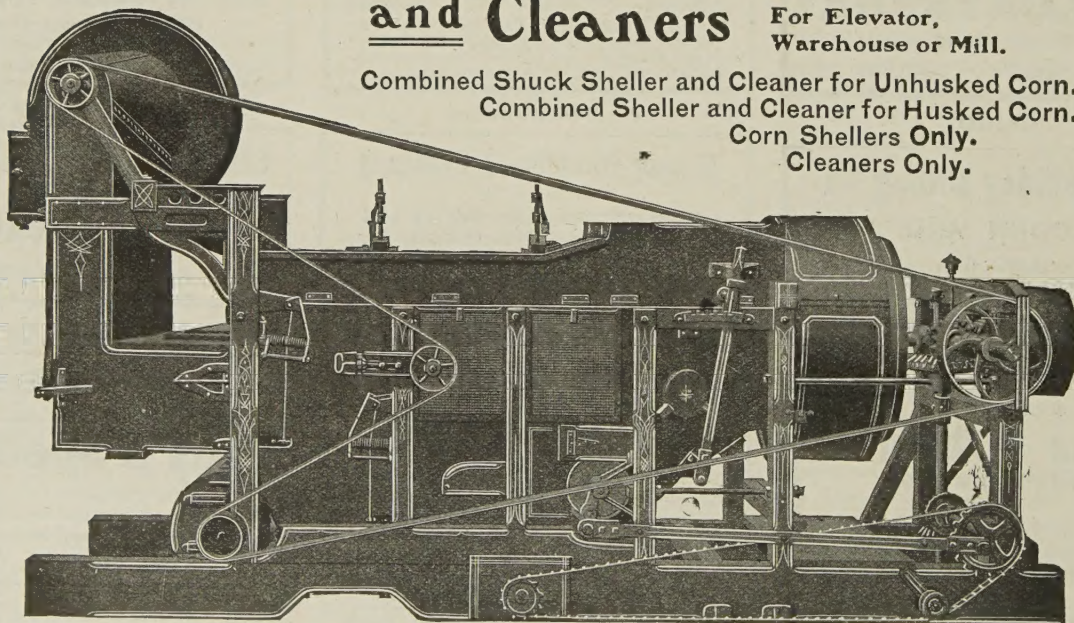
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New Process Dustless Cylinder Corn Shellers and Cleaners

For Elevator,
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Combined Shuck Sheller and Cleaner for Unhusked Corn.
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Corn Shellers Only.
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Favored by Insurance Companies
Because Husks are Carried
Out of Buildings.

The New Process Combine Shuck Sheller and Cleaner shown above is the only machine that can be fitted for either Husked Corn of Northern States or the Unhusked Corn of Southern States.
Send for our Catalog of **EVERYTHING** used in an **ELEVATOR, WAREHOUSE or MILL.**

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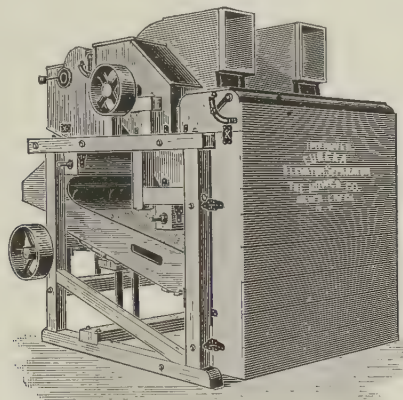
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"The Eureka" Counterbalanced Two-Shoe Cleaner



Smoothest running machine ever built. Has two complete shoes running side by side, driven from the same shaft. Has two perfect air separations, large sieve surface and great capacity. Write for particulars.



The "Eureka" Oat and Wheat Clipper and Cleaner clips thoroughly and economically.

The S. Howes Company,
EUREKA WORKS, ESTABLISHED 1856 SILVER CREEK, N. Y.



BRANCH OFFICES: 202 Traders Bldg., Chicago, Ill.; 3 Pearl Street, New York City; 5 Chamber of Commerce, Minneapolis; 64 Mark Lane, London, England.



Modern Elevators

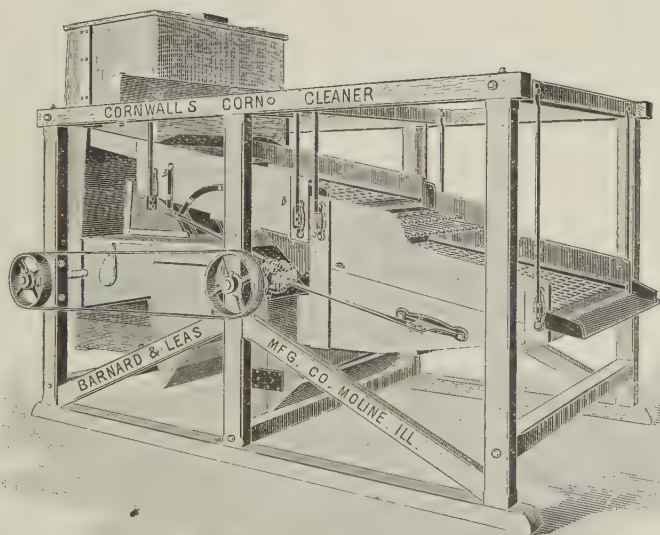


Inspect plans of our lately designed Modern Elevators before letting your contract to build. We may save you material, space and power, as well as reduce the first cost. Write

HONSTAIN, BIRD & CO.

307 Third Street, South MINNEAPOLIS, MINN.

Get Ready for the New Crop



Install a Cornwall Corn Cleaner and improve your grades.

This machine was the first of the Shaker Cleaners, and has always been at the head of the procession.

It has valuable features not possessed by any other Cleaner.

Its patent finger sieve will not clog, and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature, together with the row of steel rods between the two parts of the shaker enables it to thoroughly clean the corn in one operation.

Send for circulars and learn more about it.

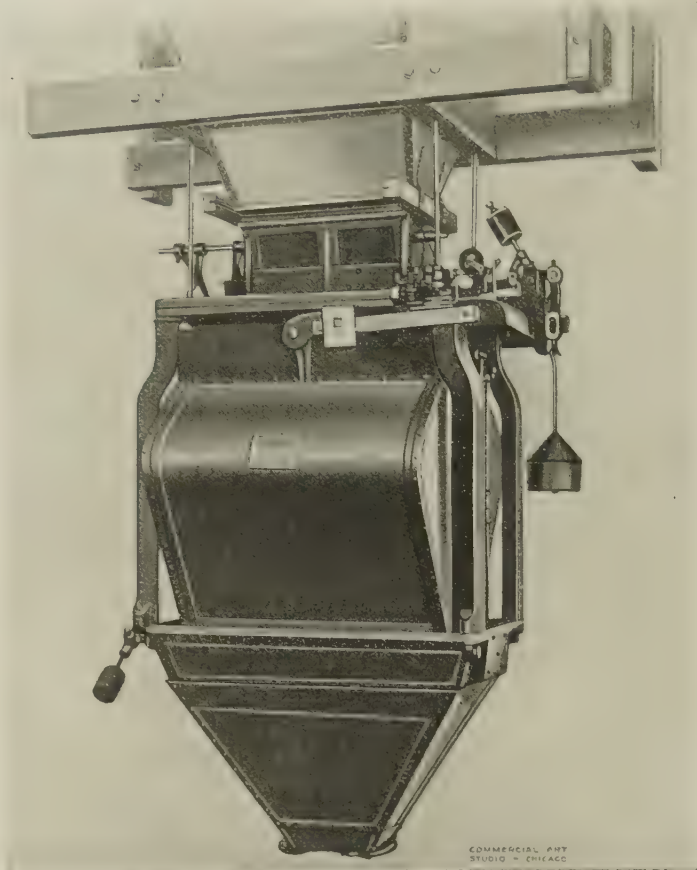
We also make other Cleaners and a full line of Shellors, while we furnish everything needed in the elevator line.

BARNARD & LEAS MFG. CO.

BUILDERS OF ELEVATORS AND ELEVATOR MACHINERY. **MOLINE, ILL.**

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Automatic
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We have proven to others
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 The W. J. McCahan Sugar Refining Co., (4) Philadelphia, Pa.
 Glucose Sugar Refining Co., (2) Chicago
 Henry Heile & Sons Cincinnati, O.
 Union Hay & Grain Co. Cincinnati, O.
 Kelley & Lysel Milling Co. Leavenworth, Kan.
 Bartlett, Kuhn & Co. Evansville, Ind.
 W. H. Small & Co. Evansville, Ind.
 Redman-Magee Co. Cairo, Ill.
 Henderson Elevator Co., (2) Henderson, Ky.
 A. Waller & Co. Henderson, Ky.
 S.G. Courteen Milwaukee, Wis.
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 New Richmond Roller Mills Co. New Richmond, Wis.
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Speed, accuracy and durability are the essential factors that make the *Union Scale* the Peer of all others. With this reliable machine, the Grain Dealer of to-day is in a position to supply the ever increasing demand for even weight bags, at practically no additional expense to him. Let us know what you desire to weigh, whether corn, wheat, oats, rye, salvage grain, seeds, beans, peas, etc.; also state maximum and minimum size of packages and we will take pleasure in quoting you our prices or giving you any information relative to Automatic Weighing that you may desire.

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THREE ROLL-TWO AND THREE PAIR HIGH
ROLLER MILLS
ALL SIZES AND STYLES
BUHR STONE MILLS

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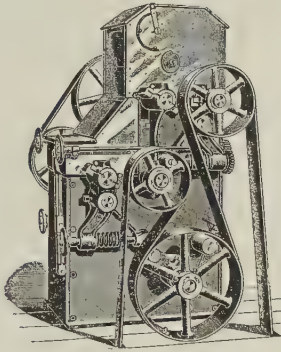
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OVERHEAD DUMPS,
TURN-HEADS, FEEDERS,
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BUCKETS, BELTING,
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GOODS OF FIRST QUALITY — PRICES LOW — SEND US YOUR SPECIFICATIONS FOR QUOTATIONS.



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It is said, went a great deal farther than they do today. That may be, but we don't think anybody's dollar can go farther or buy a better feed mill than the

NORTHWAY FEED MILL

For grinding capacity, strength, steadiness and ease of running, these Feed Mills are unsurpassed, and the testimony of hundreds of satisfied users proves them the Feed Mill for you to buy. Write for Catalog.

Everything in Flour Mill and Elevator Supplies.

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EASY TO HANDLE

Willford's Light-running Three-roller Mills

Are not only easy to handle, but grind the most feed for power consumed of any feed grinder made. Send for circulars and prices.

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Gentlemen.—It is with pleasure we advise you that we have given the Boss Loader a trial, and it works to our entire satisfaction. It puts the grain back in the end of the car with less power than any other machine we have seen. We believe you have the right principle and are satisfied this loader will give entire satisfaction to anyone having use for a machine of this kind.


Yours respectfully,
McCRAE, MORRISON & CO.

We have so much confidence in our Boss Car Loader that we send it on trial and allow any reasonable length of time to satisfy yourself that it will do all we claim.

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GRINDING MILLS.

Before purchasing a mill for grinding feed or meal, or anything that can be ground on a mill, write us for catalog and discounts. Guaranteed and shipped on trial.

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Best designs, latest improvements, most convenient equipment, gasoline engines, elevator boots, self-containing elevator heads, distributing spouts, car pullers, automatic wagon dumps, over-head-power trolley dumps, friction clutches and clutch pulleys—anything you want. Send for catalog.

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OUR SPECIALTY:

GRAIN ELEVATORS -- Frame, Iron Clad, or Absolutely Fire Proof

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We build elevators, too.

FIREPROOF STORAGE

Does away with the fire hazard and pays for itself
by saving insurance premiums.

We build Grain Elevators of every description.

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SPECIAL PRICE FOR NEXT 30 DAYS

On our **PAT. CHAIN CONVEYOR AND AUTOMATIC FEEDER**. Why hesitate to pay for the best, and thus save yourself disappointment, time and extra expense. Our B. S. C. Chain is the strongest made and carries more grain.

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No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out, 800 tickets in each book, Price \$1.25.

Grain Dealers Company,

255 La Salle Street, Chicago, Ill.

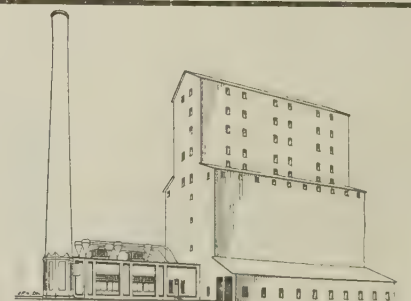
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In the State, We build up-to-date elevators cheaply and quickly. Investigate our system of handling grain before you decide on plans. We may have just what you want. We also manufacture the

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and carry a full line of Elevator Supplies.

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Contracts taken for all kinds of heavy
Work. Estimates furnished if desired.

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You will profit by examining my plans of conveniently arranged houses. I study to economize space, labor and power. Complete elevators of any capacity built under one contract.

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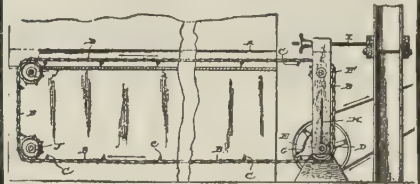
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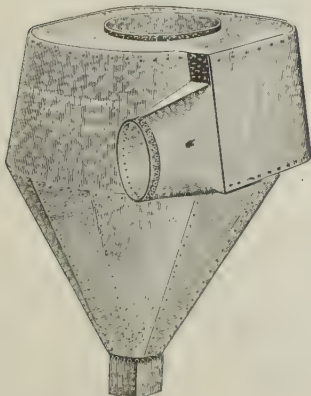
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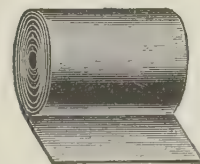
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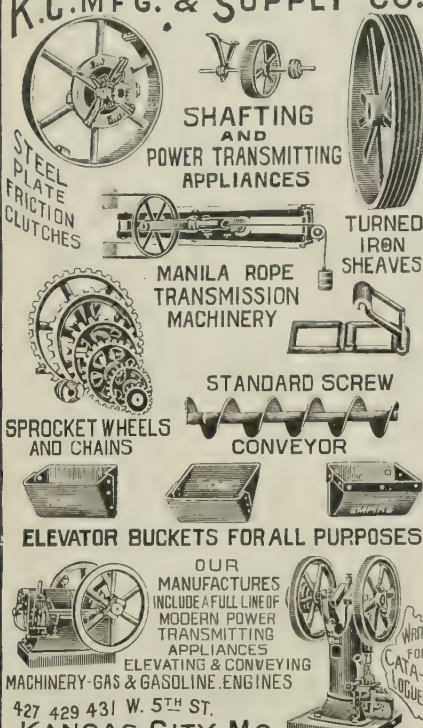
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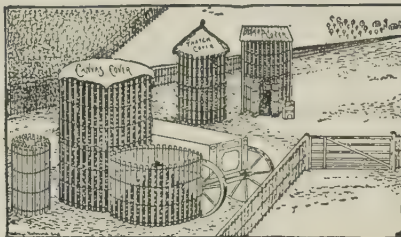
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Bushels per
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Sold on Its
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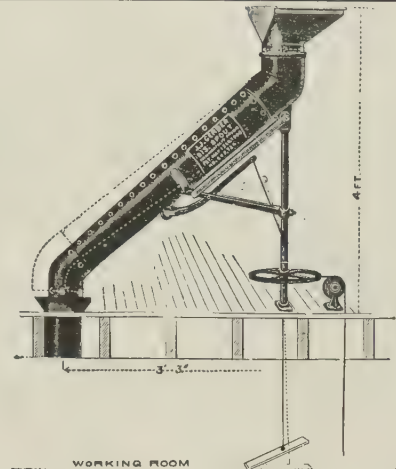
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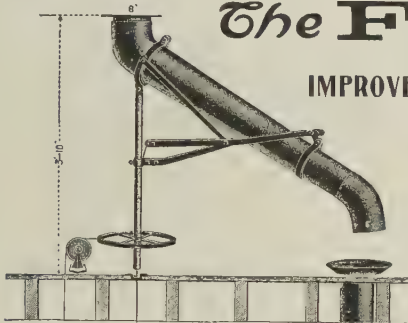
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Is an important feature in elevator machinery

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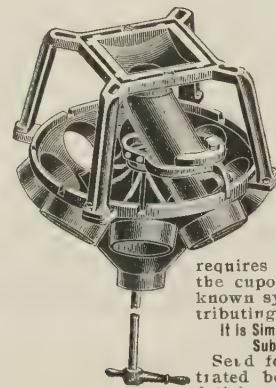
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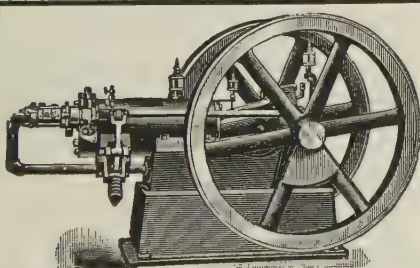
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Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

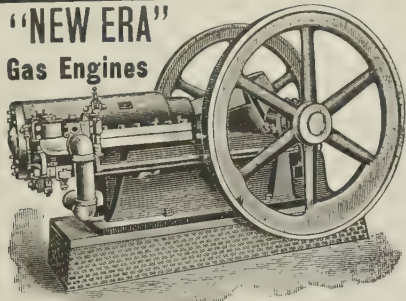
It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines, besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.00.

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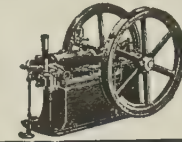
GRAIN DEALERS COMPANY

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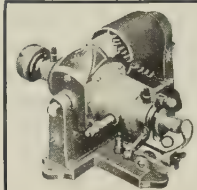
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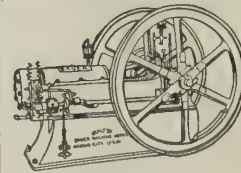
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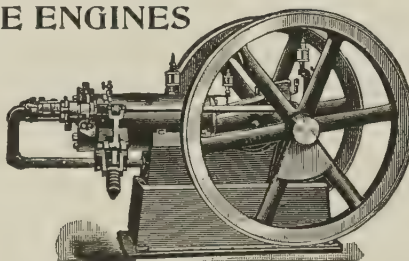
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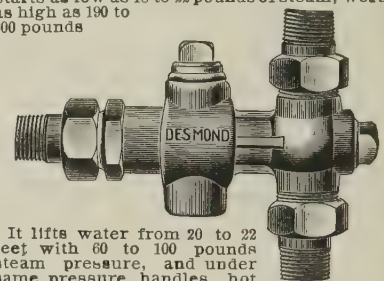
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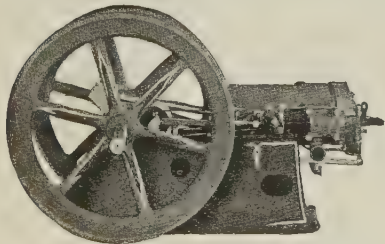
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 It is easily taken apart and put together; all
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 Starts as low as 18 to 22 pounds of steam; works
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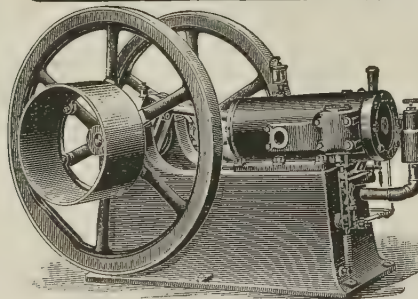
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The Desmond will grade lower than any
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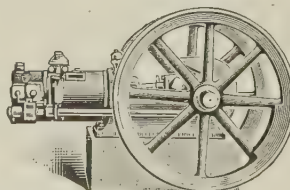
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Operators of gasoline engines who encounter
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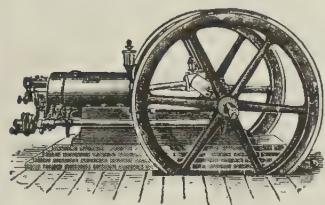
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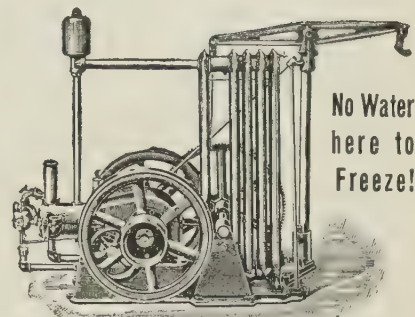
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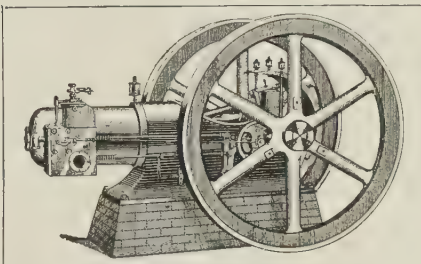
Are adapted for use on either gas, gasoline or ordinary kerosene oil. They start as readily in cold weather as in warm and being simpler in construction are less apt to get out of order than any other.

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No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

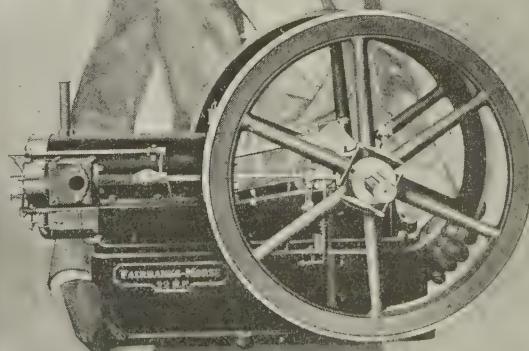
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FOR SALE—A line of ten well located country elevators in Kansas. All or some cash, and terms to suit. Good reason for selling. Best of crop prospects. Write for particulars if you mean business. Address Eagle, Box 5, Care Grain Dealers Journal, Chicago, Ill.

NEW ELEVATOR, 15,000-bushel, for sale; also new hay barn 22x70; good location on R. R. track. Also 70-acre farm, new house and barn; town property; buildings all new. Want to sell all and get out of business on account of failing health. Address Craw, Box 6, care Grain Dealers Journal, Chicago, Ill.

FOR SALE—A line of three elevators in northwestern Iowa, with headquarters in a county seat town of 3,000 population, with good schools, churches and a college. Also have, at the latter point, the best paying coal, flour and feed trade in the state. Excellent reason for selling and will sell either all together or separately. Address E. B. Michael, Storm Lake, Iowa.

ELEVATORS FOR SALE.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modern equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, box 9, care Grain Dealers Journal, Chicago.

ELEVATOR FOR SALE—50,000 bus. capacity, new; two stands of elevators, two dumps, feed grinder, 12-h. p. engine; good office. About one acre of land; new dwelling of ten rooms, modern. Station handles from 600,000 to 800,000 bus. per year; one competitor. Price \$18,000.00 for all or \$12,000.00 for elevator alone. Address H, Box 11, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in the corn belt of central Iowa. Only elevator in the town; having steam power, corn sheller and feed grinding burrs; capacity 20,000 bushels. Splendid opening for lumber with it. Splendid opening for somebody. Price only \$2,500.00. Address Stilwell, Crow & Co., Lebanon, Mo.

NEW, 22,000-BU., 7-bin elevator in Goodhue Co., Minn., for sale at a bargain. Cribbed, stone foundation, dump and hopper scales. Otto 5-h. p. engine in stone engine house. Good barley station. One competitor. If you want it for \$3,500 cash, write B. Scott, Box 2, Care Grain Dealers Journal, Chicago, Ill.

FOR SALE—35,000-bushel capacity gasoline elevator on Northwestern Road in central Iowa; good grain district; no feeding; crops promising big yield; lumber yard and coal business; splendid opening for anyone desiring to handle grain, coal and lumber. Address K. G., Box 5, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale; 40,000 bushels capacity, 35-h. p. steam engine; machinery new 1892; steam shovel, cleaner, corn-sheller, feed mill, track scales. Handling from all railways entering Kalamazoo—Michigan's best winter wheat section. Patrons 41 years, millers, all Eastern States. Excellent opportunity, large trade, wheat, rye, corn, oats, wool, seeds, coal, flour, feed, etc. Population city, 30,000. On main street, ¼ mile from business center. Original cost building, machinery, \$20,000; convertible into flour mill; no merchant mill here. On valuable business lot, 97 ft. front, 165 deep. Entire property, \$7,000 cash—no trading. Address J. L. Sebring & Co., Kalamazoo, Mich.

ELEVATOR AND LARGE MILL for sale at great sacrifice. Located at Elizabethport, N. J., near tidewater with two railroad sidings. Can be had for less than one-half its cost. Buildings are comparatively new; mill 32x53 feet; office and flour house 32x50; elevator 43x53 with 20 pockets and storage capacity for 100,000 bushels of grain. Adequate steam power, all connected; improved machinery for cleaning grain; steel mills for grinding feed; oat clippers and other improved machinery. Brick storehouse 60x100 with steam engine. For further particulars, write E. M. French, Plainfield, N. J.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS WANTED.

WANTED—One good up-to-date elevator in Ohio or Indiana; must handle the stuff. Address Box 125, Jeromeville, O.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR wanted; well located in Indiana or Ohio; medium sized. Address M. E. R., Box 7, Care Grain Dealers Journal, Chicago, Ill.

WANTED TO BUY or lease good country elevator, or will buy interest in same. Address A. N., Box 7, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Iowa or southern Minnesota. Coal and lumber in connection not objected to. Geo. A. Tucker, Morrison, Ia.

WANT TO BUY an elevator. South Dakota preferred. Give full particulars first letter. Address Sh., Box 7, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Ohio or Indiana, shipping not less than 100,000 bushels, in town of 1,000 or better. State full particulars. Address Stein, Box 7, Care Grain Dealers Journal, Chicago, Ill.

WANTED—ELEVATOR or line of elevators to rent or buy if satisfactory; west central Illinois or eastern Iowa. Give full particulars and terms. Box 352, Bushnell, Illinois.

ELEVATORS WANTED in Iowa in exchange for equity in two good half section farms in Polk Co., Minn. Elevators must handle not less than 100,000 bushels per year. Address Bard, Box 7, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in exchange for two good lots in North Minneapolis, facing Fairview Park. All improvements in. Lots lie high and dry and give beautiful view of park. Most desirable location for residences. Address J. Strong, 239 W. 66th St., Chicago, Ill.

GOOD GRAIN BUSINESS in Kansas wanted in exchange for 640 acres fine alfalfa land. This land lies in one body and is enclosed with a good fence; all in the Arkansas bottom; eight feet to water; railroad sidetrack and pens on farm. Address Lock Box 136, Elgin, Okla.

LOCATIONS FOR ELEVATORS

ELEVATOR SITE for sale or lease at Grand Crossing in Chicago. Seven big railroads alongside. Beats the Belt Line. G. W. Barker, Owner, 806 Tribune Bldg., Chicago, Ill. Telephone Central 3089.

FINE LOCATIONS for elevators and other industries can be found on the line of the Belt Railway of Chicago (The Inner Belt), where there is an ample car supply, competitive rates and quick switching. Easy access to all Chicago roads. For further information address B. Thomas, President, Dearborn Station, Room 13, Chicago, Ill.

MISCELLANEOUS FOR SALE.

SECOND-HAND BAGS of all kinds for grain, feed, etc., for sale. Wm. Ross & Co., 133 E. Kinzie St., Chicago, Ill.

ELECTRIC LIGHT PLANT for sale. Running in good order; income \$2,500; coal expenses \$700 per annum; price \$4,000, half cash. Myers & Turner, Minton, Ind.

FOR SALE—The official list of all the millers, grain, hay and bean shippers in Michigan. Price of book without the quarterly corrections, \$1.50; price of book with quarterly corrections, \$3.00; cash with order. Address M. G. Ewer, Secretary-Treasurer Michigan Grain Dealers Association, Room 6, Kingman Block, Battle Creek, Michigan.

SNAPS—Nine 500-bu. hopper scales. How many do you want? Separators from \$35.00 to \$60.00. Scourers from \$35.00 to \$50.00. Feed rolls, \$50.00 to \$75.00. Allis Roller Mills, 9x18, \$125.00. Several 25 to 50-bbl. mill outfits; one 150-h. p. steam Corliss; one Mitchell Scroll. Make an offer on something. S. G. Neidhardt, 1028 Delaware St., S. E., Minneapolis, Minn.

EMPLOYMENT AGENCY.

COMPETENT OFFICE AND ELEVATOR HELP furnished without charge. Correspondence solicited from employer and employee. S. A. Morawetz & Co., 407 Kasota Bldg., Minneapolis, Minn.

GRAIN AND SEED FOR SALE.

WHITE WHEAT AND ALFALFA SEED. When needing white wheat or Utah Alfalfa seed, write or telegraph Sam Williamson, Salt Lake City, Utah.

SEED FOR SALE—All grades timothy; sixteen different grades redtop. We solicit inquiries from elevators. Shultz Seed Co., 702 Main St., Olney, Ill.

SEEDS—We are buyers and sellers of Clovers, Timothy, Millet, Hungarian, Buckwheat, Popcorn, Kaffir Corn, Cane Seed, Chicken Feed, Barley Screenings, etc. Send sample of what you have for sale, and let us have your inquiry when you are buyers. The Illinois Seed Co., 236 Johnson St., Chicago, Ill.

MILLS FOR SALE.

PLANSIFTER Mill, 50 to 60-bbl., easy terms; good farming country; side track to door. W. Wieden, Dorchester, Wis.

STEAM MILL, 80-barrel, for sale; sifter; in good repair, and running steadily. In city of 4,000; established trade. Large storage capacity for wheat and flour. Corn plant capacity 60 bushels an hour. E. H. Doan, McCook, Neb.

FOR SALE—Milling machinery; up-to-date. Buckwheat flour making apparatus. Feed and plaster mills with elevators. Engine, 60-h. p. Boiler, 80-h. p. Tools, machinery, pulleys and shafting. A complete milling outfit. Will be sold in whole or part. Address Willis Bullock, Canajoharie, N. Y.

FOR SALE at a bargain—One-fourth interest in 100-barrel flour and 50-barrel meal mill; have rolls and burr for meal; now running and doing good business. Reason for selling, want more money in business and man on road to buy grain and sell output of mill. Saint Jo Milling Co., Saint Jo, Tex.

MILL FOR SALE—Three-story and basement, brick, 43x33. Five double set rolls. Three-story frame elevator joining, 33x33. Brick engine room 20x38. A 50x50 one-story grain house. No. 1 five-stall barn, corn crib joining mill. About three acres of land, with fine reservoir. Location good. Will sell very low. Terms reasonable to the right man. Address A. W. Songer, Kinmundy, Ill.

GRAIN WANTED.

BUCKWHEAT GRAIN WANTED. Address H. H. Emminga, Golden, Ill.

WANTED—Two cars of White Rice, Shelled Popcorn. Send sample and quote. W. H. Small & Co., Evansville, Ind.

FINE WHITE WHEAT for making Egg-O-See, wanted. Quote prices. Need about 1,000 bushels per day. The Battle Creek Breakfast Food Co., Quincy, Ill.

WANTED—Alfalfa, Popcorn, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

PRICES WANTED on corn, hay, oats, flour, bran, meal, chops, feed all kinds. Best market South. Send sample. Wire; write. H. G. Smith, Birgham, Ala.

SEEDS WANTED—We solicit offerings of choice timothy seed from Iowa, Kansas and Missouri seed dealers, and redtop from any section. We make track bids on car lots. Shultz Seed Co., 702 Main St., Olney, Ill.

ENGINES WANTED

SECOND-HAND Gasoline Engine wanted, 2 to 4-h. p.; suitable for pumping; must be good and cheap for cash. Address Box 31, Melvin, Ohio.

TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, set cost you only 15 cents per line. Try it.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

GASOLINE ENGINE, 6-h. p., for sale. Guaranteed to be in best order. \$100.00. S. A. Zapp, Emerson, Neb.

VERTICAL GAS or Gasoline Engine, 17-h. p., for sale. W. S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

"GUS" Gas and Gasoline Engines. "None better made." Write for prices. Carl Anderson Co., 23 N. Clinton, Ch'go.

GAS OR GASOLINE Engines, one 15 and one 20-h. p., for sale; in first class condition. Trees Mfg. Co., Greenfield, Ind.

SIX-HORSE POWER Charter Gas or Gasoline Engine for sale. Run but little since thoroughly overhauled at shops. Woodbury & Files, Muncie, Ind.

GASOLINE ENGINES for sale; slightly used; guaranteed good as new. Witte Gas & Gasoline Engine Co., 43 S. Canal St., Chicago, Ill.

KEROSENE OIL engines, simple, safe, reliable and economical. Send for catalog. Int'l Power Vehicle Co., 56 W. Washington St., Chicago, Ill.

STEAM, GAS and Gasoline Engines and all kinds of mill supplies and machinery, new and second hand. Refiner Elevator Works, Kansas City, Mo.

GASOLINE Engines of any make taken in trade for new engine, or will overhaul and put old engine in running order. Address Bauer Machine Works Co., Kansas City, Mo.

GASOLINE ENGINES for sale; all sizes; immediate delivery; guaranteed 5 years. At one profit—maker to user. Witte Gas & Gasoline Engine Co., 43 S. Canal St., Chicago, Ill.

FOR SALE—One 13x16, 100-h. p. Atlas Center Crank Automatic Engine, with 66x12 wheels and sub base; used for electrical purposes; in good order. Address O. S. Potter, Toledo, Ohio.

GASOLINE ENGINES, all sizes from 2 to 90-horse power. Also boilers, steam engines, pumps, roofing material, pipe, radiation, etc. Ask for catalog No. 326. CHICAGO HOUSE WRECKING CO., West 35th & Iron Sts., Chicago, Ill.

GASOLINE ENGINES for sale—30-h. p. Webster; 25-h. p. Fairbanks-Morse; 14-h. p. Otto; 9-h. p. Otto; 6-h. p. Fairbanks; 22-h. p. Foos; one of each. A. H. McDonald, 36 W. Randolph St., Chicago, Ill.

ALL SIZES of the high-grade Lammert & Mann gasoline engines for sale. Also several second-hand engines of other makes and in good repair at a bargain; write for description and prices. Lammert & Mann, 155-161 S. Jefferson St., Chicago.

GAS ENGINE for sale—Charter Gas Engine in good running order, with auto-sparker, 25-gallon gasoline tank, pipes and fittings; will furnish from 10 to 20 h. p.; speed from 150 to 250 revolutions. Write to H. Dobling, Lost Nation, Iowa

ENGINES FOR SALE.

WE ARE closing out our entire gasoline engine stock at one-half the original cost. Following partial list of what we have in stock: 30-h. p. W. & M.; 15-h. p. Cornell; 10-h. p. Otto; 8-h. p. Webster; 5-h. p. Chicago; 3-h. p. Holliday. Price Machinery Company, 162 W. Lake St., Chicago, Ill.

CLOSING OUT a few second-hand Gasoline Engines of different sizes at bargains; 9-h. p. Charter \$125.00. New Foos Gasoline Engines, portable and stationary, all sizes. Write for illustrated catalog. Largest exclusive gas engine factory in the U. S. J. R. Detweiler, 349 Dearborn St., Chicago, Ill.

GAS AND GASOLINE ENGINES for sale; second-hand. One 35-h. p. Otto, one 65-h. p. Foos, one 60-h. p. New Era, one 15-h. p. Lambert; also several of smaller sizes; all in good working order. Also new Backus Gas and Gasoline Engines, all sizes. Chicago Water Motor & Fan Co., 22 S. Canal St., Chicago, Ill.

ENGINES AND BOILERS.

ENGINE AND BOILER—12-h. p. engine, 16-h. p. boiler; all in good running order. Will sell very cheap. The Oto Grain & Live Stock Co., Oto, Ia.

FOR SALE—Second-hand Engines and Boilers, 8 to 150-h. p.; one 600-h. p. Corliss Engine, good as new. Address O. S. Potter, Toledo, O.

FOR SALE—1 15-h. p. horizontal steam engine in good condition; 1 25-h. p. boiler return flue, in good condition; 1 Lazier vertical gas engine, 3½-h. p., new. Newton A. Carroll, Jr., Attica, N. Y.

FOR SALE—1 Horizontal Plane Slide Bay State Engine in good condition, 100-horse power, cylinder 16 by 24, price \$450.00; 1 Horizontal Erie Boiler, good as new, 72 in. by 18 in., with 70 3½-in. flues, price \$600.00; 1 Horizontal Boiler, marine type, 72 in. by 18 in., with 70 3½-in. flues, price \$450.00. Hygienic Food Co., Battle Creek, Mich.

1 FAIRBANKS-MORSE 54-h. p. Gasoline Engine, used one year only. 3 60-in. by 16-ft. 2-ring design tubular boilers, complete with full fronts and all trimmings, including Hawley Down-draft Furnaces. Hartford inspection allowed 90 lbs. steam. Engines and boilers fully guaranteed and will be sold cheap for cash. F. E. Pfannmueller & Co., 198 E. Randolph St., Chicago.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FAIRBANKS RAILROAD Track Scale, 60-ton, with registering beam, in good condition, for sale. D. Rothschild Grain Co., Davenport, Ia.

MACHINES FOR SALE.

A GOOD WILLFORD 2-reduction Feed Grinder; will sell cheap. H. Humphrey, Spring Grove, Minn.

BARLEY SEPARATORS, Printz & Rau make, one No. 1½ and one No. 2½, for sale. D. Rothschild Grain Co., Davenport, Ia.

SPECIAL BARGAINS IN SEPARATORS AND CLIPPERS. Write for Circular No. 18, now ready. A. S. Garman & Sons, Akron, Ohio.

ONE BOWSHER MILL, No. 1, with elevator attachments, only run for 30 days, for sale at half price. Trees Mfg. Co., Greenfield, Iowa.

PORTABLE DUMP—In fine condition. Just the thing for station too small for elevator. Load into cars or crib. Woodbury & Files, Muncie, Ind.

FOR SALE—Two stout wooden boots for 12-inch buckets, \$8.00 each. With pulley, take-up boxes, shaft and collar, \$21.00 each. B. S. Constant Co., Bloomington, Ill.

CORN AND COB Crusher, vertical, horizontal drive, tight and loose pulleys, for sale; never been used; cost \$100.00; will sell for \$50.00 cash. F. K. Chrisman, Berwick, Pa.

CORN SHELLER, Cyclone, Jr., two-hole, for sale; good as new. Wagon box elevator. Just the thing to shell crib corn and load direct into cars. Woodbury & Files, Muncie, Ind.

FOR SALE—One No. 1 Victor Sheller, one No. 1 Cornwall Cleaner and one 14-h. p. Charter Gasoline Engine. Horner Elevator & Mill Co., Lawrenceville, Ill.

THREE SEPARATORS, Barnard & Leas Dustless, 1882 pattern, for sale cheap. Want to make room for larger capacity separators. Address J. F. Harris & Co., Burlington, Iowa.

BARGAIN NO. 1—One No. 1 Western latest improved Shaker Corn Cleaner; used three months, new. Can deliver it Nov. 1st, 1903, f. o. b., Lafayette, Ind. Price \$135.00. A. S. Garman & Sons, Akron, O.

MACHINES WANTED.

POWER CORN SHELLER wanted, second-hand, large sized cylinder; must be in good condition. Address Sheiler, Box 6, care Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

GOOD PARTNER wanted, with ten or fifteen thousand dollars capital to buy half interest in one of the best elevator and wholesale grain businesses west of the Mississippi River. For further particulars address Partner, Box 1, Care Grain Dealers Journal, Chicago, Ill.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

SITUATIONS WANTED.

FIRST CLASS NO. 1 MAN wishes position as manager of country elevator. Address Lock Box 323, St. Anne, Ill.

SITUATION wanted as traveling supt. for elevator Co.; 16 yrs. exp. in 4 states; best of references. F, Box 6, Care Grain Dealers Journal, Chicago.

EXPERIENCED GRAIN MAN wishes position of manager of country elevator. Best of references. Address Iowa, Box 1, Care Grain Dealers Journal, Chicago, Ill.

POSITION wanted with grain firm. Have solicited cash business and had charge of line of elevators. Address Experience, Box 4, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with grain firm, as manager of country elevator, or solicitor of cash business. Address J. A., Box 7, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as superintendent of line of elevators, or barley buyer for malting company or brewery. References. Address H. J., Box 7, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by experienced man as solicitor or to take charge of outside office for Board of Trade firm. Address B. T., Box 5, Care Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

WE HAVE a good opening for a flour mill at this point. For particulars, address the Manhattan Malting Co., Manhattan, Mont.

WANTED TO BUY for cash a well located business block of several rooms, in a county seat or a live business town. A. A. Mowrey, Box 381, Wooster, O.

WANTED—WE Want to buy 500 tons of Number One Tangled Rye Straw. Please write us at once and name us price loaded on your track, or delivered Memphis. John Wade & Sons, Memphis, Tenn.

GOOD FLOUR MILL AND GRAIN account wanted. Am in the commission business and can furnish the best of references. Correspondence invited. J. Seeger, Pensacola, Fla., Commission Merchant.

FOR RENT—A modern store building with flat above for a stock of general merchandise. First-class location in Northwest Iowa. Party renting store can also rent only elevator in the town or run it on salary for owners. Address Owners, Box 7, Care Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

PRACTICAL MILLWRIGHTS wanted to sell and install our grain handling specialties. Write for particulars. B. S. Constant Co., Bloomington, Ill.

WANTED—A practical and thoroughly experienced man to superintend a modern grain elevator and feed mill. Must fully understand machinery and the mixing and manipulating of grain. Give age and reference. Address "Elevator A", Corner Sixth and Carr Streets, Cincinnati, Ohio.

SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS JOURNAL

OF CHICAGO.
COSTS 15 CENTS PER LINE.

A PARTNER

HELP or a POSITION, can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

SALES, SHIPMENTS and RETURNS BOOK

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10x16 1/4 inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 contains 48 pages with room for records of about 1,400 carloads. It is bound with leatherette covers and printed on good paper. Price \$1.

No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

FOR SALE BY

GRAIN DEALERS COMPANY
255 LaSalle St., CHICAGO, ILL.

Cental Prices

.. REDUCED TO ..

Bushel Prices.

The equivalent of any cental price from 80 to 60 cents per 100 pounds in prices for bushels of 68, 70, 72 and 74 pounds is shown by this table, which is well printed from bold face type, on good bristle board.

Any dealer can obtain a copy for 25 cents. Price to JOURNAL subscribers, 6 cents.

GRAIN DEALERS JOURNAL

255 La Salle St.

CHICAGO, ILL.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm

Capacity of Elevator

Post Office

.....bus.

State

Remember the name....

GRAIN DEALERS JOURNAL

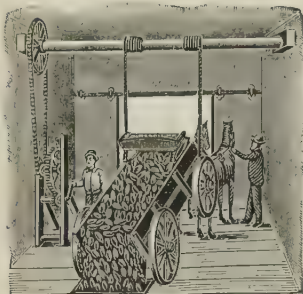
Advertise
...in it

Subscribe for it

GEO. H. SIDWELL & CO.

RIALTO BLDG., CHICAGO
MEMBERS CHICAGO BOARD OF TRADE

The big hit of the "Minneapolis Convention" Sidwell's crickets will be mailed free on request.

PHILIP SMITH, SIDNEY, OHIO.

Smith's Improved Overhead Dump

Chain Drag Feeder,

"Ohio" Sheller,

Marquis Ear Corn Feeder,

Improved Elevator Head and Self Cleaning Boot,

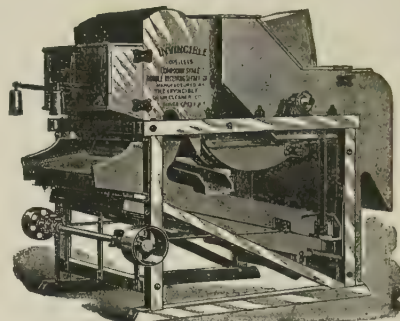
Saw Dust, Tupper and Straight Bar Furnace Grates.

INVINCIBLE

Compound-Shake Dustless, Double

RECEIVING SEPARATOR

(Eleven Sizes)



Meets every requirement of the elevator and warehouse man.

Made in wood or steel. Runs absolutely smooth and quiet. No shake or tremble.

The Best Money Can Buy.

A cleaner that cleans at a minimum expense for power used. A machine that can be depended upon to do the work required of a separator as it should be done. It has many desirable features which are explained in our catalog.

We manufacture a full line of Elevator Machines. Send for catalog.

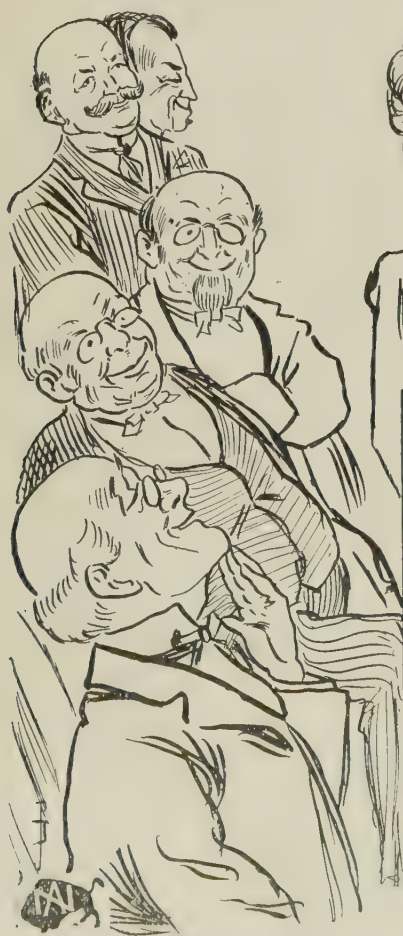
Invincible Grain Cleaner Company

Invincible Works,

SILVER CREEK. - - - N. Y.

REPRESENTED BY

W. J. Scott, 94 Traders Bldg., Chicago, Ill.
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.
Chas. H. Scott, Nicollet Hotel, Minneapolis, Minn.
J. N. Bacon, Balchorne Block, Indianapolis, Ind.



THE MONITOR SCHOOL

Lesson in Monitor Success.

The success of any machine or device rests entirely upon its performance in actual work for such a continued period as to mark it for thorough efficiency, economy and durability. Inferior devices and machines may operate successfully for the time being and may appear well in the stories told of them by their salesmen; but as the "proof of the pudding is in the eating," the test of grain cleaning machinery is in its performances in actual usage.

Over Twenty Thousand Monitor Grain Cleaning Machines have been made by us and have given, and are giving, the greatest satisfaction in actual use. The success of MONITOR Machinery is marked by the test of time.

WE are ready to prove the superiority of our machines by installing them on thirty days' trial. The line includes Monitor Elevator and Warehouse Separators, Scourers, Seed Cleaners, Oat Clippers, Flax Cleaners and Grain Cleaning Machinery of all sorts for the Warehouse and Elevator.

HUNTLEY MFG. CO., Silver Creek, N. Y.

BRANCH OFFICES { 302 Traders' Building, Chicago, Ill., F. M. Smith, Manager,
221 Mission Street, San Francisco, Cal., F. D. Wolfrom, Manager.
121 Front Street, New York City, J. W. Perrine, Manager



GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

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CHARLES S. CLARK, Manager.

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To Foreign Countries within the Postal Union, postage prepaid, \$2.00 per year in advance; to Chicago outside carrier limits, \$1.50.

A Red Wrapper on your Journal means your subscription has expired.

Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

"Wanted" and "For Sale" advertisements under the head of **Grain Dealers Exchange** cost 15 cents per line, each insertion.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., OCT. 10, 1903.

NEW CORN is never a safe purchase until it is out of the way of frost, and the ability of the farmer to deliver is assured.

WAITING seems still to be the mood of eastern buyers. Recent declines in prices seems to convince many of them that a further decline is likely.

WIND STORMS in the Northwest have laid waste several more grain elevators, making the number destroyed by cyclones this year greater than for many years past.

NEW GRAIN which does not contain less than 80 per cent of new wheat, may, according to a new rule adopted by the New York Produce Exchange, recently, be graded "new crop."

REPORTS from some districts of the Northwest are to the effect that recent heavy rains have caused much damage to wheat in shock and stack and will effect a further reduction in the crop.

AN OHIO dealer, who experiences difficulty in disposing of his surplus cobs, asks for suggestions for remedying his difficulty. Evidently he has not heard of the superior grade of bran made from corn cobs.

ST. LOUIS now has a better organized weighing bureau than ever before. Insist, when you ship to that market, upon

having Merchants Exchange Weighing Bureau weights, and if you do not get such a certificate, demand the reason why and change your receiver.

THE FACT that over one-half of the leakages from grain cars can be traced directly to the car door would indicate that some shippers are very careless in the matter of cooperating their cars, especially in the placing of strong car doors firmly in place before loading the grain.

CONNECTICUT is not recognized as a great corn-growing state, but we venture the opinion that next year the entire acreage will be sown to corn, as the result of a harvest reaped from a corn field by a farmer at Sound Beach. Encircling one of the stalks of his small patch he found a heavy gold ring.

ONE OF the funny things of the Minneapolis convention was the effort of the local press to discover some ulterior purpose in the visit of so many grain men to Minneapolis. For instance, the Tribune came out with a scarehead to the effect. "Barley men are scared. Milwaukee and Chicago dealers are here to plan campaign."

THE INTERSTATE Commerce Commission is still not satisfied with the workings of the law and is soliciting support for its contention that pooling should be legalized. Inasmuch as the commission has not been able to materially interfere with the pooling arrangements of the different lines, it would seem that it might be policy to legalize that which now exists.

THE POSSIBILITY of honest political inspection and weighing of grain was admitted at the recent meeting in Minneapolis, but the opinion of the majority was that the trade would be much more likely to receive honest, careful and capable inspection and weighing if these departments were under the supervision of persons securing their position thru other than political pull.

REMARKABLE as it may seem a real railroad company, the Northern Pacific, has actually abolished a switching charge of \$3. Until recently it charged this sum for switching from Duluth to Superior, but now permits the consignment of grain with the privilege of re-consigning to Superior or Nettleton Avenue, without charge. It is impossible to understand the influence which brot about such a change.

INTERURBAN electric lines in different sections of the country are engaging in the transporting of freight and express, notwithstanding the fact that few of the charters have been granted for such business; most of the interurban companies being granted franchises for the

transportation of passengers only. In one or two cases damage suits have been brot against the interurban lines, but as yet without success. Eventually, no doubt, these companies will be permitted to carry freight and express and thus facilitate the transportation of the country's business.

RECIPROCITY with Canada has received the favorable consideration of the Grain Dealers National Assn., but like many other reciprocity treaties which have been recommended to the United States Senate it is not yet in force, and judging from the temper of the Senate in dealing with other suggestions along this line, this will be smothered in the committee. The Senate may some day awaken to the fact that the voters of the country are favorable to the extension of our trade, thru reciprocity, but it will take a lot of hammering to get it into the heads of the senators.

THE DISCUSSION of scales and weighing at the Minneapolis convention brot out the opinion that slowly but surely the weighing at terminal markets is being improved. The one thing necessary to reduce the discrepancy between weights at initial and destination points seem to be the improvement of scales in country elevators, and provision made for their frequent and careful inspection by a scale expert. Inasmuch as the operator of the country elevator will profit more by such inspection than any other it seems very likely that he will encourage the inspection proposed.

THE KANSAS CITY Board of Trade has rejected the application for membership in that Exchange of Thad L. Hoffman, who had purchased a membership. It seems that the gentleman is in some way connected with C. B. Hoffman, of Enterprise, Kan., who has organized and is pushing forward his so-called Farmers Co-Operative Shipping Assn., in opposition to the regular dealers and Jim Butler. The rules of the shipping assn. seem to require that all margin of profit be eliminated from the business. This being at variance with the rules of the Kansas City Board of Trade has justified the board of directors in rejecting the application.

A SPARKING locomotive is credited with a large fire at Morse, Wis., and suit has been brot against the Wisc. Central Ry. Co., for damages occasioned by the fire started by the sparks. The insurance companies have paid their policies and taken subrogation of the insured's right to proceed against the railroad. It seems unreasonable that the railroad should not be held liable for the damage resulting from carelessness on the part of their employees. Everyone else is responsible for the acts of itself and its employees, but

the railroad company seems to feel that it is above the common law and hence can thru carelessness destroy property at random.

KANSAS CITY, like St. Louis, is tied up by a freight congestion, and despite its appeals for relief, the railroads seem to struggle along, satisfied with letting well enuf alone. The day will come when the patience of the would-be shipping public will terminate and railroad charters will be cancelled because of their inability or refusal to perform the service for which they were granted a license. The grain business has too long been crippled by lack of proper railroad facilities. Too many prosperous grain merchants have been forced into bankruptcy by the dereliction of the railroads. It seems unreasonable that railroad companies should longer expect such inefficiency to be tolerated.

OUR deputy consul at Frankfort has taken occasion to echo the complaints of German importers of grain, who find it impossible to obtain delivery of No. 1 Hard on a purchase of rejected wheat. It may be there is some discrepancy or difference in the inspections at the different ports, but American grain reaches the foreign buyer in so much better condition than that from India, Russia and Argentina that no room seems to be left for such complaints. Uniformity in the phraseology of rules governing the grading of grain in this country, as well as uniformity in the grading, is sought by the inspectors and the trade, and no doubt uniformity will become an established fact before many years have elapsed.

THE GRAIN Dealers National Assn. has just closed one of its most successful meetings. The attendance was good and the interest of those who braved the storm and attended the meetings in spite of it, did not lag at any time. Never before has the advantage of holding the meeting near to the hotel accommodations been so emphatically presented to the assn. With hotels, meeting hall and inspectors' exhibits, all far from one another, those in attendance were kept scattered in different parts of the city, so that no one was able to meet more than a few of those in attendance.

ADVICES from Kansas shippers are to the effect that the new law apportioning cars among would-be shippers is working a great injustice to the large shippers, many of whom have piled grain high along the railroad tracks waiting for cars, while the scooper gets cars as he needs them. It seems arrant folly for a regular dealer to buy grain when it becomes necessary for him to pile it on the ground outside his elevator. A heavy storm may make him a bankrupt and the quality of none of the grain will be improved. In Canada an amendment to the Manitoba Grain Act has recently been proposed which requires that each application for a grain car must declare his ability to load car within 24 hours, and if car is not loaded within the specified time, then his application for car is cancelled and a penalty of 25 cents an hour is charged against him by the local station agent, and must be paid before any cars will be given to him. Another most commendable provision of the proposed amendment is that no applicant shall be forced to accept any car that is not sound

and in good condition. It should read that no applicant should be permitted to accept such car.

BUCKET-SHOPS seem to have thrived so well in St. Louis that many new ones have been started since the exposure of the other get-rich-quick schemes which caught so many suckers in different sections of the country. We have received several inquiries as to where claims against Cleage should be sent for collection. We doubt very much that anything will ever be collected altho lawyers have been employed. Quick on the heels of his failure comes the indictment of the Rialto Grain and Securities Co. The district attorney seems determined to weed out the dishonest institutions which are bringing disrepute upon the trade of the city. If the people who bite on the different fake games of this character would do some reading and a little thinking, they would not so quickly be parted from their money.

REPORTS of freight congestions at Buffalo, Baltimore, Philadelphia and other market centers are already disturbing the grain shipper, who appreciates that he must either suspend business or suffer heavy losses, and dispatches of the same day bring reports that the Erie, the Southern Pacific, the New York Central and some other prominent railroad companies are laying off men for the sake of economy. If the members of the grain trade will longer tolerate delay of their shipments until they have rotted or spoiled, and the forced suspension of their business until it is reduced to a shadow of its former self, then truly they are in need of a vigorous leader who shall collect their claims and prosecute the carriers who, instead of being promoters and fosterers of business enterprise, serve but to destroy and stifle would-be grain merchants.

SEVERAL large storage elevators have recently been destroyed principally because they were built of wood and far away from needed fire protection. It is on such losses that the stock companies, not being able to discriminate between the good and the bad, get their surpluses burned and condemn this class of business as being ultra hazardous. The expense of putting up fire-proof storehouses is not so great as to stand in the way of any grain man whose business will be materially interfered with by the destruction of his elevator. Large storehouses can usually be constructed of fire-proof material and the working plant placed far enuf away so as to be able to burn up every day without damaging the storage bins. Such an arrangement of the storage plant is now recognized as the most feasible. Many of the working plants are also constructed of iron and covered with fire-proof tiling or cement.

MISSOURI and Illinois warehouse commissioners had a meeting with the Weighing Committee of the St. Louis Merchants Exchange this week and decided that the Merchants Exchange must withdraw all its tallymen from public elevators in East St. Louis and St. Clair county. Now it must be borne in mind that all these tallymen were doing in the public elevators was to watch and check the work of the political cohorts placed there by the most honorable gentlemen composing the Illinois Railroad and Warehouse Commission. It was done, too, in re-

sponse to the demand of the shippers to the St. Louis market, who it would seem should have some voice in the weighing of their grain. The Merchants Exchange Weighing Committee has instructed its employes to remain at their posts until forcibly ejected, and Mr. Neville, Chairman of the Illinois Commission, is said to have placed the matter in the hands of the Attorney General of Illinois for settlement. That looks very much like a bluff. If the politicians of Illinois and Missouri think that they can cram down the throats of the grain shippers anything they have a mind to, they will find that they are not making a careful estimate of the strength of the shippers. It is not absolutely necessary for them to ship to St. Louis. Shippers want honest weights. They have been robbed too long, and will no longer tolerate the heavy shortages suffered under the sleepy eyes of political weighmen.

ST. LOUIS Merchants Exchange has at last taken a decisive step in the matter of providing exchange weights at every point in that city. Recently the weighing committee recommended and the board of directors confirmed the adoption of a rule requiring all grain to be weighed under the supervision of the Merchants Exchange weighing bureau, as is outlined in detail elsewhere in this number. The move for unprejudiced and correct weights in St. Louis has the support of most of the different classes of grain merchants interested. One or two mills and a few receivers, who are also shippers to the Southeast, are threatening to get out an injunction restraining the Merchants Exchange from enforcing its rule. They insist that if shippers are willing to take destination weights the Merchants Exchange has no power or authority to force its weights in the transaction. When these commission men who ship to the Southeast find a country shipper to the St. Louis market, who is so densely ignorant of his own rights and interests as to be willing to accept destination weights, then the trade should promptly take steps to have a conservator appointed for that shipper. Not only does the shipper have to stand all natural leakage and stealage between St. Louis and the point where settlement weights are secured, but he also sells his grain on the basis of private weights taken by an employe of the buyer. The combination receivers and shippers who claim to have such foolish shippers on their lists, if truly interested in the welfare of these shippers, would tell them of their error and warn them against taking destination weights, especially when it is such an easy matter to obtain public weights at St. Louis. The millers who refuse to buy except on their own weights immediately cast suspicion upon their weighmen. The employes of the Merchants Exchange Weighing Bureau are unprejudiced either in favor of buyer or seller, hence have nothing to gain by giving down weight or docking for future shrinkage. The dishonest element in the St. Louis market dies very hard, but die it must or strangle the grain trade of the city which tolerates it. The present weighing committee of the Merchants Exchange is making an honest effort to provide St. Louis weights which shall be above question, and it behooves the honest grain merchants of the city to support the committee at every point for the advance of the interests of their business as well as the trade of St. Louis.

Letters From Dealers

AN ELEVATOR ON WHEELS.

Grain Dealers Journal: I recently sent a little elevator on wheels to the New Athens Milling Co., of New Athens, Ill. The car contained 1,876.40 bus. of choice soft milling wheat.—E. J. Miller, Perry, Okla.

SALES "TO ARRIVE" AT ST. LOUIS.

Grain Dealers Journal: One of the leading commission houses at St. Louis warns its correspondents not to send grain to them on consignment, as is the custom elsewhere, but to forward samples for bids on specified quantities "to arrive." There are only a limited number of buyers, they say, who are in the market for grain on track, and these are only too ready to take advantage of those who have "spot" offerings which must be disposed of without delay.

It is hoped that the grain trade at St. Louis may ultimately be aroused to the necessity of creating a market there which is operated under modern conditions and can offer inducements similar to those which are diverting business to its competitors on every side.—C.

PROPORTIONAL, MINNEAPOLIS-CHICAGO, ONLY 7½ CENTS.

Grain Dealers Journal: Shippers located at stations north and west of Minneapolis who consign barley to Chicago or Milwaukee, as many of them are doing this season, should see to it that they are not charged more than 7½ cents in excess of the rate to Minneapolis; for the proportional applied from that point to either of the markets named on coarse grain, which is stopped there for inspection or transfer, is only 7½ cents, and it is a rule recognized by all railroad companies that no thru rate shall exceed any possible combination of rates over the same line in the same direction.

Some of the tariffs applying to the territory mentioned show differentials in excess of 7½ cents, and the matter has been officially taken up by the committee on transportation of the Milwaukee Chamber of Commerce, with a view to having the proper reductions made and published by the railroad companies; but, owing to the illness of the chairman, Mr. Robt. Eliot, a conference with the traffic officials has not yet taken place.—A.

OVERCHARGES IN STENCIL WEIGHTS.

Grain Dealers Journal: If shippers in the states lying west of the Missouri will

on the estimated or stencil weights, which are ordinarily considerably larger than the quantities actually unloaded at destination, and these items appear on the expense bills as "advance charges," to which are added the proportion charged by the road carrying the grain east of the Missouri River.

By calculating what the charges should be, based on the tariff rate from the point of shipment to destination, the overcharge in each instance can be readily determined, and if a claim is made on the railroad company it will be promptly allowed.

In order to convey clearly the nature of the claim and put it as concisely as possible, a form similar to the following is recommended:

If the overcharges for any definite period, say a week or a month, are placed on the same claim, the amounts can, of course, appear as extensions at the right, where they may be conveniently footed. It is surprising how large the aggregate will be when one is shipping continuously, and the railroad companies derive no inconsiderable revenue from those who neglect to look after items which are apparently not worth considering. Most roads desire to have overcharge claims filed with the Auditor instead of the Claim Agent.—T.

WISCONSIN DEALERS IN FAVOR OF NEW ASSN.

Grain Dealers Journal: I have just returned from an extended trip in Wisconsin, having spent the greater part of the last six weeks personally calling upon grain shippers at various stations.

While I have come in contact with a few who are a little skeptical as to the outcome of the movement to organize Wisconsin shippers, yet I am pleased to say that the majority seemed to be in favor of getting together, having in view the establishment of friendly relations and desiring to promote such objects as are for the general good of the grain interests in Wisconsin, and this along the lines that shall benefit the grower, the country grain dealer and the consumer.

It has just begun to dawn upon the shippers that, considering Wisconsin's rank as a grain producing state, they have been somewhat slow to appreciate what a good, live assn. could accomplish in the way of protection from unfair treatment. They are ALL ready to admit that there is room for improvement in the methods of handling the grain marketed at country stations and know that there are abuses at terminal markets which are badly in need of correction.

While it will take some time to canvass the state thoroughly, yet the outlook at this writing is very encouraging, and we have every reason to believe that before another season the Wisconsin grain shippers will have formed such a good assn. as will enable them to co-operate and work together intelligently.

This being the case, the conditions in Wisconsin will be materially advanced

Wm. T. Baker, Deceased.

Wm. T. Baker, for many years a prominent member of the Chicago Board of Trade, died very suddenly Oct. 6 of heart disease, at his home in Highland Park, Ill.

Mr. Baker was born at West Winfield, N. Y., in 1841, and went west to Chicago in 1861, where he became connected with the firm of Hinckley & Handy, commission merchants, as bookkeeper, succeeding to an interest in the business on the retirement of Mr. Handy. In 1868 he formed the firm of Knight, Baker & Co., which was succeeded by Wm. T. Baker



Wm. T. Baker, deceased.

& Co. in 1878. He was first elected president of the Board of Trade in 1890 and was re-elected four times.

In his honor the Board of Trade was closed at 12:30 on Oct. 7 and the flag was placed at half-mast. At a special meeting of the directors resolutions of sympathy were adopted and sent to the family.

Mr. Baker was a man of large caliber, uniting great force of character with the agreeable manner that endeared him to all who knew him. At times he operated in the wheat market on his own account, and participated in most of the bull movements. His sudden death is felt as a personal loss by many members of the Board.

Government Crop Report.

The monthly report of the chief of the Bureau of Statistics of the Department of Agriculture, shows the condition of corn on Oct. 1 to have been 80.8, compared with 79.6 on Oct. 1, 1902, and a ten-year average of 77.7.

The preliminary estimate of the average yield per acre of spring wheat is 14.4 bus.

Preliminary returns indicate an oat crop of about 787,000,000 bus., or an average of 28.4 per acre, compared with 34.5 bus. one year ago, 25.1 in 1901, and a ten-year average of 27.8. The average for quality is 79.9, against 86.7 in 1902 and 83.7 in 1901.

Barley is estimated to yield 26.4 bus., against a 10-year average of 23.8; and rye, 15.4, against an average of 14.8.

Condition of buckwheat Oct. 1 was 83, against a 10-year average of 79.7; of flaxseed, 74, against 80.5 a month ago; of rice, 90.6, against 93.6 a month ago.

Date of Way Bill	Car No.	Contents	Paid	Should be
Oct. 25, 1903	16238	Corn	\$145.67 144.90	48300 lbs. @ 30c = \$144.90
Overcharge \$.77	

examine their freight bills closely many of them will find that they are losing annually a large sum of money on account of small overcharges. This is due to the fact that the charges as far as Omaha or other River points are based

and the state as a whole will derive benefits which cannot be obtained where each shipper is working independently. Respectfully, G. C. Julius Spoerri, Secy. Wisconsin Grain Shippers Assn., Milwaukee, Wis.

Asked— Answered

SHELLER FOR POPCORN?

Grain Dealers Journal: Will some reader of the Journal please state where we can obtain a sheller suitable for shelling popcorn. Walker Seed Co., Oklahoma City, Okla.

NICARAGUA SEED WHEAT.

Grain Dealers Journal: Where can I buy a carload of Nicaragua wheat for seed? What is its usual value compared with Texas soft red wheat? Several of my customers want to plant it.—W. S.

HANDLING BLEACHED GRAIN?

Grain Dealers Journal: I would like to have the opinion of other dealers, thru the columns of the Grain Dealers Journal, on handling purified or bleached grain, as advertised by some firms. Is there any law of the state or rule of the board of trade against handling such grain? Does the process hurt the germinating qualities of the grain? Albert Wedgwood, Madison, S. D.

DISPOSING OF COBS?

Grain Dealers Journal: Can any of the readers of the Journal give some good advice as to the disposal of our corn cobs? We have a gasoline engine and therefore cannot use them for fuel, and often have to go to the expense of hauling them away and burning them.

Is there no place to ship them out of the way and make the expense of loading and freight? Any information will be greatly appreciated.—Henry Kramer, Maria Stein, O.

SHIPPER SHOULD HAVE CORRECTED WEIGHTS.

Grain Dealers Journal: I have been in the grain business for twenty-five years, and as yet have been unable to find a shipper who ever received corrected weights from his commission man after the account sales had been sent to him, and if there is any one who has had better luck than I have I would like very much indeed to meet him, and am willing to pay the Missouri Reward in order to meet him, and find out what commission firm ever favored him with such treatment. I would look upon a man so favored as the seventh wonder.—L. F. Cobb, Odessa, Mo.

FAILURE TO DELIVER.—SETTLEMENT.

Grain Dealers Journal: We have a rather peculiar claim against a firm that had a process for purifying oats, and sent out samples of the different classes of clipped purified oats which they expected to furnish.

We bot, by sample, some very fancy white clipped oats from them, to go to a bluegrass race horse farm and they failed to make the delivery.

Inasmuch as no other concern was making the quality of oats they contracted to deliver us (it was the year of the stained oats crop), we were unable to buy the

oats in for them and are consequently about to be sued for damages by the Kentucky people for non-fulfillment of our contracts.

The sellers take the position that unless we can show where we bot the oats in for their account, and the amount of damage by having done so, they will not make any settlement.

We find that none of the members of the firm are members of the Chicago Board of Trade so we can't get at them that way. Neither are they members of the Grain Dealers National Assn., so we seem to be more or less up against it.

We would like the opinion of other dealers as to what should be the measure of damages.—B. & Co.

BULKHEAD SHIPMENTS. — PENALTY.

Grain Dealers Journal: I notice in the Sept. 25 number of the Journal an article on bulkhead shipments of grain, signed—C. A. T.

I must confess that I am among the ignorant with regard to any such rulings by railroad companies. As I read this article it means this: A split car of grain is loaded with 20,000 corn and 20,000 oats and billed out as such, but under the rules of the railroads I must pay freight on 35,000 oats and 40,000 corn, this being the minimum weight of the two. Am I correct in my reading of the article?

At times I have occasion to make shipment of split cars, and whenever I have made such shipments I have always billed out the different commodities at actual weights and the railroads have never questioned such shipments.

The time was when it was permissible to use the railroad's grain doors to make bulkheads, but as far as I know, it is now the rule of the railroads that the shipper must furnish the material for making the bulkhead, with no allowance for same. It would certainly seem very unjust for the railroads to make a charge for freight on 70,000 on a car containing 40,000 pounds of two or more kinds of grain belonging in the same class. I will be glad to have this matter more fully explained in your next issue of the Journal. Yours truly, H. P. Stoughton, Capac, Mich.

Ans.—The statements of C. A. T. regarding bulkhead shipments are correct for all railroads in the western trunk line assn., being the lines northwest, west and southwest of Chicago. The roads east and in Michigan, however, are in the central freight assn., and have a different rule on bulkhead shipments. These roads charge the total weight on the basis of the highest rated commodity in the car.

It is amusing to hear the New York bears howl about the poor export demand. They have only 415,000 bus., mostly low grade, and probably held by western owners. Aside from the garlic stock at Baltimore, there are only 828,000 bus. on the Atlantic coast. How can you export more than 3,000,000 bus. per week under such conditions? Stock "east of Rockies and afloat on ocean" is 8,000,000 bus. less than in 1902 and 19,500,000 bus. less than 1901, and 34,000,000 bus. less than in 1900 at like date. Perhaps the New York idea that "wheat ownership at any price is reprehensible" is—growing. Do we have to eat?—Pope & Eckhardt Co.

Books Received

STRUCTURE OF THE CORN KERNEL and the composition of its different parts, the subject of Bulletin No. 87, is a continuation of the studies on Composition of the Corn Kernel, in Bulletin No. 55, and Methods of Corn Breeding, in Bulletin No. 82, of the University of Illinois Agricultural Experiment Station, by Cyril G. Hopkins, chief in agronomy. This most recent bulletin gives tabulated and other data that have been accumulated from physical and chemical examination of many samples of corn. Illustrated; 36 pages. University of Illinois, Urbana, Ill.

COMMERCIAL TELEGRAMMAR OR CODE SCIENCE is a translation by J. H. de Bussy, from the German of C. Herb, in which the principles that must be followed in compiling a successful commercial telegraph code are exhaustively treated. A critical analysis of the defects of earlier codes is given, together with many suggestions of what to avoid in order not to be compelled to revise a code after it has gone into use. While of great value to code builders, this volume is of interest to merchants as well, giving 11 pages of practical hints on the most rational way of writing messages and using codes; 8 pages on selecting a code from among those published; the Morse alphabet; and 10 pages of synonyms of the Morse alphabet. The book contains 146 pages, very well printed on good paper. The Mercantile Publishing Syndicate, Ltd., 30, Walbrook E. C., London, Eng.

REPORT OF THE NEW YORK PRODUCE EXCHANGE from July 1, 1902, to July 1, 1903, contains the charter, by-laws, all of the many rules of the exchange and a list of its members, giving name of firm represented, nature of business and address. The financial report makes a favorable showing, with a net surplus of \$96,206, altho fuel cost the exchange \$10,304 more than during the previous fiscal year, on account of the coal strike. The \$20,000 transferred from the grain inspection fund in May, 1895, has been returned, with accrued interest amounting to \$4,434. In following out the new policy of purchasing and cancelling memberships 120 certificates were purchased at an average price of \$464, reducing the membership to 2,742. The gratuity fund now has \$30,000 in excess of by-law requirements. Of the 113 members who joined during the year 95 will participate in the gratuity fund; and the number of members entitled to the highest gratuity is 68 less than a year ago.

The Leith Grain Elevator Warehouse Co. has been organized with \$350,000 capital stock at Leith, Scotland.

A packing for gas engine cylinder heads that will withstand the great heat is composed of asbestos cloth with fine brass wire intertwined in each strand, and the whole thoroly saturated with a waterproof compound. The end of the cylinder is coated with shellac to make the gasket stick; while the other side of the gasket is coated with graphite so that the head will come off nicely without destroying the packing. Screw all nuts evenly in rotation; tighten up again after a few hours and for a day or two, as the gasket is compressed.

Patents Granted

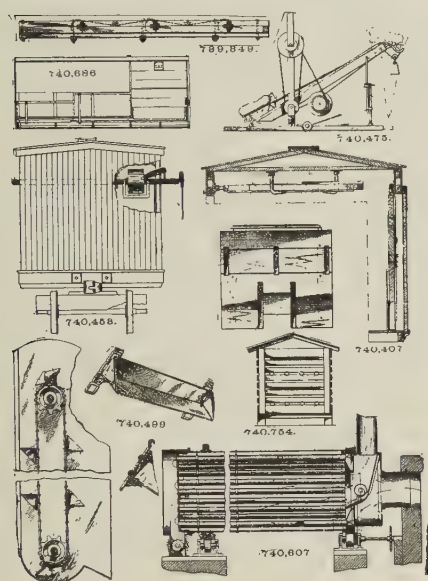
Malt turner. No. 740,770. John Mueller, Georgetown, Wash.

Explosion engine. No. 740,864. Geo. F. Jaubert, Paris, France.

Electric igniter. No. 739,943. Elliott J. Stoddard, Detroit, Mich.

Oil engine. No. 740,195. Henry Soeldner, East Williamsburg, N. Y.

Rotary explosive engine. No. 740,138. Christopher R. James, Jersey City, N. J.



Sparkling mechanism for electric igniters. No. 739,882. Chas. B. King, Detroit, Mich.

Gas engine. No. 740,571. Gustaf Joranson, Chicago, Ill., assignor to the Carl Anderson Co., Chicago.

Cooling attachment for internal combustion engines. No. 740,711. John W. Sutton, New York, N. Y.

Current-distributor and circuit-breaker for gas engine igniters. No. 740,020. Thos. B. Jeffery, Kenosha, Wis.

Electric sparker for explosion engines. No. 740,924. Eugene C. Richard, Detroit, Mich., assignor to Buick Mfg. Co., Detroit.

Electrical sparking igniter for gas engines. No. 740,781. Thos. L. Sturtevant, Quincy, and Thos. J. Sturtevant, Newton Center, Mass.

Grain separator. No. 739,349 (see cut). Wm. M. Russell, Walsh Sta., Cal. The crank shafts which support the shoe and the agitators, vibrate the former and rotate the latter.

Grain bin ventilator. No. 740,754 (see cut). Henry A. Hannum, Cazenovia, N. Y. The ventilating tube extends thru the interior of the bin and is formed of a wire curved spirally with interstices between the helices.

Drier. No. 740,607 (see cut). John E. Turney, Louisville, Ky. A series of tubes extend thru the drying cylinder to form lifting flights for the material. The tubes communicate at the ends with re-

ceiving and discharge heads. The cylinder is rotated on rollers.

Elevator bucket. No. 740,499 (see cut). John F. White, Bloomington, Ill., assignor to U. S. Portable Elevator Co., Bloomington. The bucket is composed of two parts, arranged at an angle to each other when closed, which angle is automatically increased at each end of the elevator.

Grain loader for cars. No. 740,453 (see cut). Hans L. Moebeck, Ulea, Minn. Pivoted on a support is a fan case provided with a lateral inlet and a tangential outlet. A fanhead is rotatively mounted in the case and provided with a deflecting disk extending outwardly approximately to the fan blades.

Grain door. No. 740,407 (see cut). Jos. E. Drake, Blue Rapids, Kan. One part of the grain door runs in one of two split tubes as a guide while the latch of the door runs in the other tube, the latter located directly under the roof of the car so as to hold the door folded in horizontal position adjacent to the roof.

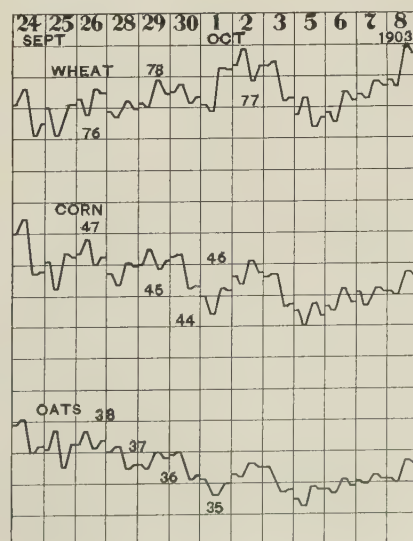
Grain door. No. 740,686 (see cut). Jas. O. Oakley, Montreal, Canada, assignor of one-half to Jos. J. Westgate and Chas. L. Higgins, Montreal. A pair of vertically and horizontally movable doors is located one above the other when in their closed position. Both doors are guided, one after the other, in the same path vertically from the bottom to the top of the door opening.

Hoisting device for sacks. No. 740,475 (see cut). Chris Serley, Wilbur, Wash. A car travels on an inclined elevated track having its upper end bent in a reverse curve to throw off the sack. The track is hinged to the platform at its lower end and raised and lowered on two sets of extensible legs sliding upon each other. The car is counterbalanced by a weight and raised by rope and winding drum.

The whisky trust is starting two more plants at Peoria, making the daily consumption of corn at that point 70,000 bus.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the December delivery at Chicago for 2 weeks prior to Oct. 9 are given on the chart herewith.



Grain Carriers

A levee improvement convention will be held at New Orleans, La., Oct. 26.

Contracts for the construction of the Lake Erie & Pittsburg Railroad from Lorain to Youngstown, O., have been let.

Construction is soon to begin on the 114 miles of road of the Amarillo, Plainview & Southern from Amarillo to Lubbock, Tex.

Canalboats are carrying grain on the Erie canal at the low cost of 2 mills per ton per mile, which is far below what the railroads must have to pay expenses.

It is said the Great Western will reduce its rate between Omaha and Chicago from 14 to 9 cents on grain, as soon as its new line is perfectly ballasted.

The Wisconsin Central will reduce grades and straighten curves between Chicago and Minneapolis next spring. A cut-off between Spencer and Boyd, Wis., will save at least 40 miles.—T.

The stations on the new Muscatine-Rutledge line of the C. M. & St. P. Ry. in Iowa will be known as Sudbury, Ardona, Madura, Cone, Gladwin, Haskins, Washington, Titus, Rubic, Richland, Lenby and Farson.—T.

New York is losing its grain trade to Montreal simply because the boats passing thru the St. Lawrence canals are larger than those plying the Erie Canal, so much larger that they can navigate the Great Lakes, and thereby avoid the necessity of transfer, as at Buffalo, with its accompanying extortion.

The strike against the steel corporation by the masters of its steamers came to a sudden end after the meeting of vessel owners at Cleveland, O., Sept. 22, at which they pledged one another to united action even to the extent of laying up their boats if necessary; and further resolved that a committee of five to devise ways and means be appointed by the chair. The determination of the owners to run their own business at all costs was made manifest by the appointment of A. B. Wolvin and C. L. Hutchinson on the committee of five to handle the strike. As soon as they learned that the entire vessel interest would support the steel trust manager, the men were in no humor to remain out.

The corner in cotton engineered by the Brown clique which culminated successfully in September is the first genuine corner that has occurred in the long history of the cotton market. In its worldwide ramifications and in the enormous sums of money involved the cotton corner is comparable only to the great wheat deal of Leiter.

Some friction has developed between New York and Chicago grain dealers as to whether grain should be sold on eastern or western terms and whether the arbitration should be held at New York or Chicago. Formerly the exporter protected himself by buying subject to the approval of a Chicago sampler. The recent change in the Chicago rules providing for an appeal from the decision of the sampler deprives the exporter of full protection.

Annual Meeting Grain Dealers National Association

The Seventh Annual Meeting of the Grain Dealers' National Association was called to order at 10:30 a. m. in Metropolitan Opera House, Minneapolis, Minn., Oct. 6, 1903, by Acting President H. S. Grimes, of Portsmouth, O.:

The Seventh Annual Meeting of the Grain Dealers' National Association will come to order. The invocation will be said by the Rev. James S. Montgomery of this city, and I take great pleasure, gentlemen, in introducing the reverend gentleman.

Invocation by Rev. J. S. Montgomery.

Chairman Grimes introduced Governor S. R. Van Sant as follows:

Gentlemen of the convention: We have been highly honored by the committee in securing his excellency, the governor of this state, the Honorable S. R. Van Sant to address us. I assure you it affords me very much pleasure indeed, to introduce to you, his excellency, the governor. (Applause.)

Governor Van Sant: Gentlemen of the convention: At the start, permit me to thank you for your generous applause. I usually have that in a large degree before I commence, and when I get through. (Laughter.)

Welcome to the State.

It is a pleasure, as governor, to welcome the Grain Dealers' National Association to Minnesota. It is appropriate for you to meet here, for no state in the Union is more interested in your work or is making more rapid progress in grain growth and development than Minnesota. Her development has been phenomenal. Only a few years ago it was thought Minnesota could not raise corn. The climate was believed to be too frigid. During the early days of steam-boating cargoes consisted largely of corn shelled and in sacks, and brought to St. Paul. I was much interested recently in reading an address made by the late Alexander Ramsey, our first governor, before the Minnesota Agricultural Association in 1856. The contention of the distinguished gentleman was that the climate was not too severe to grow corn successfully. Many doubted. Behold the result! During the year ending January 1, 1900, our state raised 31,171,220 bushels of corn; and if Jack Frost has not damaged us too severely we will greatly exceed that amount this year. At any rate our corn crop is fully as good, if not better, in proportion than that of either of the great corn states, Illinois or Iowa.

Besides this, our hay crop amounted to 2,575,230 tons; we raised more than 52,000,000 bushels of oats, besides large quantities of other small grains.

Our wheat crop was 82,000,000 bushels. It has thus been demonstrated that valuable varieties of grains and forage can be grown in abundance on Minnesota soil. It is not only appropriate that you meet in Minnesota, but in Minneapolis, our great metropolis, for here we have the finest flour mills in the world, and during 1902 they ground into the best flour ever made 88,000,000 bushels of wheat, or 6,000,000 bushels more than raised in the entire state. The capacity of these mills daily amounts to 80,000 barrels, and 350,000 bushels of wheat. To give you some idea of the immensity of this industry, it would take sixteen trains of thirty cars each to carry this flour daily from Minneapolis, and about an equal number of trains to bring the wheat to the mills. One mill has a capacity of 15,000 bbls. daily, which exceeds by far any like plant anywhere on the globe. The entire output last year was 16,260,105 barrels. Duluth and our other

cities add immensely to our flour output and it is safe to predict that we manufacture enough flour to furnish a barrel to every family in the United States annually.

Formerly Minnesota was known only as a wheat-producing state, and it maintains a high rank as such yet; but our farmers in their wisdom have diversified their farming and have given a great deal of their attention to butter making. We made last year 76,000,000 pounds. One milling company in this city annually makes flour enough when baked into bread, if the loaves were placed end to end, to encircle the globe; and as we make butter enough now to spread all that bread, we call ourselves no longer the "Gopher" but the great "Bread and Butter State" of the Union.

Gentlemen of the Convention, you secure the market for the producer and are consequently directly interested in his success. You realize how potential a factor he is in the make-up of the nation. In fact, the U. S. government realizes that from the farmer must come the nation's wealth and supplies, and it now has the most thoroughly equipped department of agriculture in the world; an experiment station in every state and territory in the union and one in the Philippine Isles; in them there can be found one thousand men practically and scientifically teaching the most improved methods in farming. Perhaps the greatest factor in our progress is due to our agricultural college; its graduates are scattered all over the state, and the splendid methods taught in this school are in evidence at every hand. This is proper, for farming as formerly will not pay. Scientific farming is the need of the hour. The farmer must meet new conditions, and you, the state and the nation are helping him to do this; he must join in the march of progress for it is more and more evident that the tiller of the soil is the true business barometer; when he prospers the country prospers; when his crops are large and prices good railroad companies and steamship lines have plenty to do, dividends are declared, mills and factories run, the merchant sells his goods and labor is well employed. How important, then, that the farmer should be properly equipped for his work.

Believing that you are in hearty sympathy with him, and believing that your success and his must go hand in hand, benefiting you, the farmer and the state I extend to you, on behalf of this great grain-producing commonwealth and her happy, contented and prosperous people a most cordial welcome to Minnesota!

I realize I am talking to men of business affairs and I trust your meeting here will result in great profit and great good to the land we all love so well. I bid you God-speed in your work here, and bid you good-day and good-bye. (Applause.)

President Grimes: It is very easy to discover why the gentleman who has just addressed us has been elected governor of the state of Minnesota.

President Grimes: The address of welcome to the city, in the absence of the mayor of the city, will be made by the Honorable Percy Jones, chairman of the city council. I take pleasure in introducing the Honorable Percy Jones. (Applause.)

Hon. Percy Jones: Gentlemen of the National Grain Dealers' Association:

Welcome to the City.

It was scarcely an hour ago that I received a telephone message from His Honor, the mayor, stating that he was too ill to be present, and for me to give you the welcome address for Minneapolis, in his place.

I am here this morning to offer you the hospitality of this city. I wish I might have had notice, that I could have prepared myself, in some measure, to do justice to this occasion, as this is a notable national meeting, and it would have been well if I could have addressed myself to the object of your meeting somewhat more than I can do in this impromptu way. But suffice it to say that your coming has been heralded; the city has anticipated your being with us and we want you to remain here and enjoy to the fullest extent the hospitality which we hope we can afford you. I speak for the city of Minneapolis. Her borders are large and generous and I think you will find we have warm hearted citizens here who will try to make your stay comfortable and happy. I take it, the local committee of arrangements, has seen to your entertainment, and I shall say to you something of this metropolis of the Northwest. It is not necessary for me to state that we have attractive features in this city. Minneapolis must be of interest to many of you gentlemen, perhaps some of you are unfamiliar with the city; it may be your first visit. You must remember that this is the greatest manufacturing center for flour, in the world—a business closely allied with the business you represent, namely, the grain trade; and it will be of the greatest interest, I doubt not, for you to visit and see something of the milling operations here in progress. It is said, you know, that there is something of a strike on, but we will let that pass, by merely making reference to it. I can only quote the words of the great poet, "Men may come and men may go," but the grain mills are going forever (Applause).

Besides the great grain industry we have many attractive features that will delight you. We have boulevards and lake drives and a perfect trolley system to all of which I hope you will be fully introduced and enjoy, and just at this moment, I believe Minnehaha is doing business. It is not often that gentlemen who visit us in national conventions can be unqualifiedly asked to see Minnehaha, because there has been a diminution of the supply of water in recent years, but just at this time, by all means see Minnehaha. It will repay you for your visit.

Besides the serious reflections of business that will engage your attention in the city, I apprehend one of the great benefits that will accrue to you who have left your business and homes to participate in these discussions, will be educative on broad principles. I think in these latter days conventions and associations and annual meetings are multiplying and I, for one, believe they are fine things. They are educative in a broad way, and we get some idea of geography. Only recently I attended a convention in Utah—the National Irrigation convention, and, I declare, I knew more of the geography of my own country after I returned, than I ever expected I would,—just common geography—where places are on the map; that is one of the advantages, but better than anything else is the touching of elbows, man with man—it is the expansion idea; you meet men, get their ideas—exchange with them; exchange business views and methods, and I can think of nothing more helpful to the development of business principles of this country than the meeting of national and state conventions. It is the most advantageous thing we can do to go abroad—over the country, meet men in similar lines of business, who have similar thoughts and purposes.

I can only add one other thing to show my spontaneity and the cordiality of my welcome in behalf of this great city, by quoting some of the words that the mayor of the City of Ogden used in his greeting to the National Irrigation convention. It was in his peroration. He said "Gentlemen we never had a national convention before. We have poured out our hearts. Nothing we have is too good for you. Everything here

is yours. We have counted not the cost. Things were not counted before you came and they will not be counted when you go away." (Laughter.) If not in the words, at least in the spirit of that sentiment, we enter sincerely.

Gentlemen, I do most cordially welcome you here and hope you will linger long enough to become acquainted.

The President:—We have with us to respond to the address of welcome. Mr. Geo. F. Stone, secretary of the Chicago Board of Trade, whom I now have the pleasure of introducing to this convention.

Mr. Stone's Response.

I was always convinced of the inspiring influences of life in the city of Minneapolis, but I hardly expected so quickly to catch the enthusiasm of the place, and I find that after only a few moments of residence here I have been advanced to a higher plane. Mr. Chairman and gentlemen of the Grain Dealers Asso. I have the honor to acknowledge with thanks and feelings of sincere appreciation the royal and hearty welcome extended to this association, by His Excellency, Governor Van Sant, of Minnesota, and also to convey the thanks of this Grain Dealers Asso. for the cordial welcome extended to the association, by the honored representative of the mayor of this municipality. This is the place where the association, Mr. Chairman and gentlemen, has long desired to meet. The fame of this imperial city of Minneapolis has been so attractive to this association that its members proposed years ago to hold one of its annual meetings here. In the language of the poet, I may say: "This is the place we long have sought, and mourned because we found it not."

No man can stand in this great state and this great city, and partake of its benefits, without recalling almost instinctively that great ordinance of 1787, which made possible the progress that has been made in this part of our land.

This immortal document, against which the unscrupulous ambition and the recklessness of party strife surged and beat and beat and surged in vain, was the work of Manasseh Cutler, Nathan Dane and Samuel Holden Parsons, names indelibly inscribed upon the pages of their country's history and who saw with prophetic vision the commercial, agricultural and industrial possibilities of this magnificent Northwest, stretching to the great Valley of the Mississippi and beyond, and to the vast region bordering on the Great Lakes. These industrious and patriotic statesmen, born of a hardy, adventurous and heroic ancestry, labored with patriotic and pious zeal for the up-building of a great republic that should rest securely upon and in an industrious, ambitious, law-abiding and God-fearing people. They carried with them the fundamental principles of the Puritan stock from which they sprung; that a truly beneficent citizenship must be founded upon religion, education, a participation in public affairs on the part of every citizen, arms for the common defense and an industry acting under and inspired by free labor, all stimulated by a profound desire to promote general welfare and a determination unflinchingly sustained by a sublime courage, to hand down unimpaired, to posterity, the glorious heritage of the fathers and the countless blessings of a free people.

The expansion, activity and unprecedented development of Minneapolis in all departments of business, her enterprise and ambition in art and science, her instant application of inventions and facilities as a contribution to comfort, elegance, refinement and enjoyment, her honorable competition in all that ministers to her prominence as an intellectual, a social and commercial center, these all clearly reveal her early and constant recognition of that great principle of political economy by virtue of which her renown has been achieved; interstate and international relations. Her attitude upon the very threshold of the door which opens upon vast fields stretching westward, abounding in agricultural and mineral wealth, offering to all an unstinted hospitality, is at once an invitation and an inquiry, ready to share and bestow, also eager to secure advantages which those older and wiser have discovered. Constitutionally reciprocal, she gathers and dispenses, while her symmetrical growth attests the soundness of her policy and the breadth of her views.

Nourished by the varied products of a vast region over the prolific acres of

which full streams of immigration must continue to flow for many years to come, with rapidly developing communication both by water and by rail, on either hand; to the producer west, and the consumer east, Minneapolis "stands with length of days in her right hand and in her left hand riches and honor."

Gov. Van Sant: "Gentlemen, I want to thank you for this splendid opportunity to hear one of our patriotic members. I wonder if you are all like him. I want to congratulate you, not only that you are grain dealers, but that you are patriotic American citizens, and if it is possible, I am more patriotic than I ever was before, and if possible, I am prouder of my country than before.

J. W. Snyder announced that he had received a telegram from New Orleans, asking that he champion the cause of New Orleans for the next annual meeting of the Grand Dealers National Association.

The Chairman: After listening to these able addresses I feel that if my address had been the first on the program I would have felt much better. The president of this association is unavoidably detained from this meeting and it has devolved upon me to fill the vacancy.

Mr. Grimes' address follows:

President's Address.

Gentlemen of the Convention:

As your acting president it devolves upon me to have the pleasure of addressing you upon matters pertaining to the welfare of the association. In doing so I shall endeavor to touch upon such points that I hope will be of interest to you all.

This is the seventh annual convention of the Grain Dealers National Association. The association was organized in Chicago, Nov. 9th 1896, by what might be termed a handful of zealous men, who thought it would be to the interest of the grain dealers of the whole country to get together. They thought that there should be an association of grain dealers that would bring them together so they could discuss matters of vital importance to the trade in general and insure something being done to bring about reforms in the business.

At the time this organization was perfected some of the dealers enjoyed advantages to the detriment of others who were equally as much entitled to them. The association went to work to bring about a mutual agreement with the railroads to do away with arbitrary rates and many other abuses (if you will pardon the use of that particular word) that the grain dealers of this country were subjected to by some of the railroads and at various terminal shipping points.

To say that the association through its different committees has entirely eliminated these troubles would perhaps be saying too much, for there is yet plenty of work to do along that line; but when I say the Grain Dealers' National Association has to a large extent remedied and in many instances entirely changed the manner of doing business among the dealers and railroads, I say to you exactly what could be surely proven to the satisfaction of persons who care to make the investigation.

In the past seven years this association has grown from the small body of men that organized it until today it is one of the largest associations of business men, regardless of the character of the business, that there is in the United States. We have enrolled among our members the very largest handlers of grain in this country.

It is reasonable to suppose that with such an organization great and lasting benefits would be derived by the association if its affairs are properly managed. In the past such conditions have prevailed and have resulted in great benefits being derived by the members of the association.

The members of the National Association were the originators of the arbitration features and have demonstrated the beauty of it by its practical working. They have decided this year nine important cases in this manner. While

the amount of money in connection with same was not large, something like \$1500.00, the decisions were rendered without any cost to the individuals who were benefited, and instead of long litigation which usually follows in similar cases, matters were settled to the entire satisfaction of all persons concerned, and that antagonistic feeling that generally results from legal complications was avoided.

This one feature alone of the Grain Dealers National Association repays its members who have the misfortune to have occasion to use the committee in adjusting difficulties that may arise—in fact, more than repays them for the expense of being a member.

I might devote my whole address to the benefits that have been derived from the arbitration feature alone, but it would be an injustice to the other committees who have worked equally as hard to bring about the welfare of their fellow dealers.

There has been a continuous war on the evils existing in terminal markets with the view of bringing about better weights and that too with a success beyond our expectations. We have had foundation for future work, and we hope the results will be accomplished that we are working for. If such is the case, and there is every indication of it, the benefits will be felt by every western dealer.

Our secretary with the assistance of several of the western secretaries has succeeded in securing an amendment to the Kansas City Board of Trade rules, whereby they made an amendment to their re-inspection rules, which was a great and will be a lasting benefit to the western shippers.

It has been a well known fact in the past year that almost every kind of cars have been used to ship our grain, this being the result of the scarcity of cars. That matter has been taken up with the railroads and vigorously prosecuted until today the railroads all over the country have begun to realize that by the use of such poor cars in transit of grain they have worked a hardship upon themselves and in many cases their losses by poor equipment in transporting our grain have amounted to four to five times the amount of freight received by them for carrying it.

With this situation staring them in the face and the urgent appeals by the Grain Dealers National Association for better car equipment for their members we are even today realizing that they are endeavoring to comply with our requests, for it was clearly shown to the railroad companies by the National Association that their loss was more than the interest on new equipment, to a certain extent.

It will be understood that railroads figure altogether on the interest of the amount of an investment, and when it was shown to them the great losses they were incurring each day by being unable to supply good equipment, but making our members and dealers generally ship in any kind of an old car, it was not hard for them to quickly realize that by paying these claims (which they were compelled to do) they could much easier supply better equipment. The National Association has been working to this end and has been more or less successful. This no doubt can be verified by many of the members that are present.

The National Association proposes as fast as possible to investigate the weighing and inspecting system of every market their members are interested in, and where situations exist that are detrimental to the interest of shippers, the association will endeavor in every way to have such situations remedied to the satisfaction of the shippers.

There is no doubt in my mind that the western grain dealers are particularly interested in the subject of "Public Supervision of Weights" and the Grain Dealers' National Association has taken that matter up. Its officers are working zealously to establish a public supervision of weights in Kansas City, St. Louis, Memphis, Chicago, Minneapolis and Duluth and will use their influence in every way possible to bring about the desired results.

Our secretary has spent a considerable time during the past year in investigating terminal methods, rail yards and terminal elevators and he reports it is not simply necessary to have a supervision of weights in order to secure honesty in the elevator, but should also secure the official record of the condition of the car and car seals on arrival at destination. By securing reports of this

TUESDAY AFTERNOON'S SESSION.

character, in an official manner, many claims that are now being brought before the railroads would not be disputed and turned down for lack of information, and the shipper would be the gainer.

Again referring to the bad car equipment, I take from the records of Chief Weighmaster Foss, of Chicago, that nearly one-half of the leaky cars included in his record are the result of dilapidated condition.

It is a pleasure for me to state to you that radical improvements are being made each day in Chicago by the earnest efforts on the part of our secretary in devoting his personal attention and going into the railroad yards and making examinations and then calling attention of the conditions to the proper authorities. He finds, as he informs me, that the terminal yards are largely to blame for a great deal of the loss to shippers as cars are frequently opened for inspection and never sealed or, perhaps, stand for hours before being re-sealed, in which time the thieves get in their work. This is true to a more or less extent in every terminal market in this country.

I desire very particularly to call the attention of our members to one very important fact and that is, I fear too much is expected from the officers of the association and that not enough interest is taken or work done by the members. Many an item that would be of vast importance to the general trade is lost on account of the members not taking enough interest in the organization to forward the information to the proper officers so that it could be heralded by them to the trade in general.

If each individual member of the association would interest himself enough to report matters he thinks would be of interest to the general trade, to our secretary, he would have a foundation perhaps on which to begin work that would be largely beneficial to the trade in general.

You cannot help but agree with me that the secretary must have the proper ammunition to be of benefit to you all, and while he is continually looking for this ammunition, if he had more assistance (I say more assistance because good work has already been done by a large number of the members) it would be very beneficial.

This association, as I remarked in the beginning of my address, is one of the most powerful bodies, so far as members are concerned that exists in the United States, and it can be equally as powerful in mapping out its own destiny. All that is necessary is to be united in every action that will be beneficial to the trade at large and the same united effort on matters that are a detriment.

We can reach the railroads, we can reach congress, we can reach state legislation. All that is necessary is to have the foundation to work upon and the energy, which we undoubtedly have, to push all matters of importance through to such an end that we will be the gainers.

This large and enthusiastic outpouring of the members of this association here today only demonstrates to me what can be done and I hope what will be done in the future. The benefits derived by the members who are so fortunate as to attend these annual meetings, conversing with the delegates, exchanging views and giving information as to the grain situation in the different localities more than repays the members for the expense incurred by being with us.

I speak now from personal views and I believe the views I hold will be agreeable to every gentleman present.

The president: I will appoint the following to act as Committee on Credentials: Col. C. T. Prouty, Kingfisher, O. T.; W. H. Suffern, Decatur, Ill.; Fred Mayer, Toledo. Col. Prouty declined in favor of E. M. Flickenger, Kingfisher.

The Chairman: The time for adjourning the morning session is now at hand. This afternoon the gavel will fall promptly at 2 o'clock, if there are no more than ten present. We will now stand adjourned until that hour.

Cleaning houses anticipate handling a great deal of damaged northwestern wheat.

Chairman Grimes called the afternoon session to order and appointed the following Committee on Nominations: J. W. Sale, Bluffton, Ind.; M. G. Ewer, Battle Creek, Mich.; L. Cortelyou, Muscotah, Kan.; H. L. Goemann, Chicago; E. A. Grubbs, Greenville, O.; W. O. Brackett, Sherman, Tex.; Col. C. T. Prouty, Kingfisher, O. T.; Charles Eng-land, Baltimore, Md.; C. A. Burks, Decatur, Ill.; M. McFarlin, Des Moines, Ia.

The Chairman: We will now have the secretary's report. Secy. Stibbens read the following report, and financial statement:

Secretary's Report.

Mr. President and Members of the National and Affiliated Associations:

I am pleased to present to the members of this organization my second annual report, and desire to inform you the Grain Dealers' National Association is larger and stronger than ever before.

I take it this magnificent body of representative grain merchants have assembled here for the purpose of discussing questions of vital importance to the trade, with a view of finding remedies for any and all abuses.

Few of you stop to consider the importance and magnitude of the business you represent. Has it ever occurred to you that this country alone annually produces two billion bushels of corn, eight hundred million bushels of oats and six hundred and fifty million bushels of wheat, representing an amount of money when figured at 30c for corn, 25c for oats and 60c for wheat, the stupendous sum of one billion, one hundred and ninety million dollars?

If the entire amount of the three cereals raised in the United States were loaded into cars of one thousand bushels capacity, thirty-six feet in length, they would make a continuous train twenty-three thousand five hundred and twenty-two miles in length.

When you take into consideration the capital invested and the necessary amount of brains to conduct successfully a business so great, is it any wonder that we have in this audience people from nearly every state in the union?

Arbitration.—This feature of association work has become very popular with the trade and our committee, during the past year has rendered decisions on nine cases, involving a total amount of \$1,200.11, and only one of the parties to any of the cases has refused to abide by the opinions of the arbitration committee.

The work of the committee has met with universal satisfaction and it is believed by the trade, the present committee could not be improved upon.

The committee having given a great deal of thought and time to the cases they have considered, I bespeak for them the thanks of the members for their very efficient work.

Inspection Departments.—All inspection departments should be required to re-seal cars of grain after inspection, as oftentimes car doors are left open for a considerable time, thereby exposing the contents to thieves. Furthermore, it would be no hardship upon grain inspectors to furnish a private seal to be used after inspection, as it would be a great protection to all grain inspected.

An arrangement of this kind could, no doubt be brought about through inspection departments, under the jurisdiction of the Boards of Trade and Exchanges in the various markets, but probably would not meet with favor by the different state inspection departments.

Civil Service for State Inspection Departments.—A civil service bill was introduced into the Illinois legislature last winter and defeated by the politicians, because they feared they would lose their political patronage and because they say platforms are made for the purpose of getting into office and no one expects they will be fulfilled.

State Weighing Department at East St. Louis.—In June, 1902, the Merchants' Exchange of St. Louis undertook to inaugurate a weighing bureau in East St. Louis, and as soon as this was done the state administration of the state of Illi-

nois, presumably for political reasons, at once placed state weighers in public elevators in the city of East St. Louis, something that had never been thought of by the political despots of the great state of Illinois, prior to the existence of the St. Louis Merchants' Weighing Bureau. You will readily understand when state administrations are used for the purpose of polluting weighing and inspection departments, that the time has come for the producers and the grain handlers to rise in their might and destroy with their ballots the political fangs that are gradually but surely sap- ping the life blood out of a legitimate business.

It behooves every grain dealer to take an active part in legislation pertaining to the grain trade and I am pleased to inform you that two state associations in the past, have entered into legislative matters very successfully and have accomplished the objects sought.

Police Protection of Terminal Railroad Yards.—There has been vast improvement in the protection of grain stored in terminal yards in the various markets during the past year, but there is still room for great improvement. Railroads do not seem to realize they lose annually many times more than it would take to pay competent watchmen for the purpose of protecting their yards.

As I understand it, railroads collect freight charges on elevator and team tracks weights, therefore you will understand they lose the revenue on all grain leaking in transit or stolen in terminal yards.

The most arbitrary railroads handling grain for the Western country are the Wiggins Ferry Co., Belt Railroad and East St. Louis Connecting Railway, of St. Louis, and East St. Louis, also the Terminal Railway Association, of St. Louis, doing business on both sides of the river, and said to control the Eads and Merchants bridges at those points. These lines practically refuse to protect any grain handled by them or placed in their yards, besides their method of handling grain delivered to them by other railroads causes great delay and oftentimes they are so long in making deliveries the grain deteriorates so much in quality the owner frequently suffers a loss of several cents per bushel.

Fortunately for the grain trade, the War Department and the Attorney General of the state of Missouri recently commenced suit against the bridge combine at St. Louis, including the Terminal Railway Co., Wiggins Ferry Co. and the St. Louis Terminal Association, for the purpose of annulling their charters, as it is charged they are throttling the commerce of St. Louis.

It is hoped the suits will have the desired effect and compel the combine to handle property entrusted to their care expeditiously.

Sealing Systems.—Many railroads now use a duplicate system of yard seals, which afford little or no protection to cars of grain, for the reason that by it, it is impossible to ascertain how many times a car has been resealed and it may be broken open many times during its stay in a yard and still show the same seal number. It is obvious, therefore, that such a system is inadequate and should be abolished and that much good would be accomplished by replacing it with a consecutive number system which would show a new number, and necessarily a new record for each and every re-sealing.

With this in view I have taken the matter up with the various railroads, asking for better seal protection. Some of the roads now have the matter under advisement and I believe that another season will usher out entirely the system of duplicate seals.

Improved Grain Car Equipment.—This subject was taken up by Mr. H. A. Foss, Chicago Board of Trade Weighmaster, his assistant, and the National Secretary, in personal interviews, first, with the Master Car Builders' Association, and were informed they had no power to act and they referred us to the American Railway Association, and we were informed they had no jurisdiction, but they advised us to take it up with the General Superintendents' Association, of Chicago, which was done; later writing them submitting all the facts, making a plain statement showing the average

grain car of today, after being in commission a short time is not a safe carrier. I have been advised by the secretary of the General Superintendents' Association, the matter would be taken up at their first general meeting and carefully considered and I would be advised of their decision.

In connection with this subject I would suggest that the president appoint a committee of twelve very influential members. Said committee to include the president and secretary of the National Association, and I further suggest on account of the great assistance rendered us by Board of Trade Weighmaster Foss, that he be made chairman of this committee, whose business it shall be to interview the proper railroad officials for the purpose of securing better car equipment.

Team Track Weighing of Grain Not Satisfactory.—Grain consigned to team tracks and weighed on wagon scales proves to be disastrous to the country shipper. For instance, a very large shipper of grain, who has the best of weighing facilities, informs me that elevator weights in Chicago, under the supervision of the Board of Trade Weighing Department, shows shortages of from fifty to two hundred and twenty pounds per car, and grain sent to team tracks from five hundred to six hundred pounds to the car. This demonstrates very clearly that the railroad companies should provide track scales in all team track yards, which would largely overcome the shortages now being incurred; thus the buyer of grain delivered to team tracks, being so located can look after the property he buys, whereas the burden of the shortages now existing is placed upon the country shipper, located a great distance from the various terminal markets. An advantage to the railroads in inaugurating track scales would be that they would receive revenue on the entire contents of the cars, which they do not do under the present system.

Chicago Board of Trade Supervision of Weights at Team Tracks.—This question has been taken up with the Chicago Board of Trade, with a view of having their department supervise weights, and it is now under consideration by the directors of the board.

Dockage by state law and custom in the various markets are:

Chicago, 40 pounds per car.
Baltimore, 60 pounds per car.
Minneapolis (state law), 30 pounds per car.

Duluth (state law), 30 pounds per car. In addition to the thirty pounds state dockage taken by Minneapolis and Duluth the inspectors dock grain according to the amount of dirt and foreign matter it contains.

Cincinnati: One elevator takes a dockage of fifty pounds per car when handled for transfer and one hundred and fifty pounds when handled for storage purposes or going into bins. Another Cincinnati elevator is accustomed to take a dockage not strictly conforming to the method pursued by the other elevator, but equivalent to about the same thing.

St. Louis, 3 pounds per 1,000 pounds.
East St. Louis, 3 pounds per 1,000 pounds.

Philadelphia, 50 pounds per 1,000 bushels to guarantee out turn weights. Grain is blown by Philadelphia elevators when so ordered by the inspectors to make grade, and when so ordered three pounds per one thousand pounds is deducted from the ingoing weight. When ordered blown hard, five pounds per one thousand pounds is deducted and when ordered blown extra hard seven pounds per one thousand pounds is deducted. These dockages are made to avoid any charges for blowing by the elevators.

Kansas City, dockage is one hundred pounds per car.

Peoria, fifty pounds to the car, unless car is very small, then no dockage.

I have not been able to learn officially what the dockage is at New Orleans, but from other sources I understand it is four pounds per one thousand pounds.

Toledo has no dockage.

Milwaukee has no dockage.

Memphis, no dockage.

Weighing departments in the various markets are under the following supervision:

Chicago, the Chicago Board of Trade; Kansas City, the Kansas City Board of Trade; St. Louis, practically under the Merchants' Exchange; East St. Louis under St. Louis Merchants Exchange, but a political side issue under the jurisdiction of the state of Illinois is trying to maintain a weighing department and in two instances that I know of, have refused to inspect grain into private ele-

vators unless they were allowed to do the weighing; Milwaukee, under the Chamber of Commerce; Toledo, under the Produce Exchange; Boston, under the jurisdiction of the City of Boston; Cincinnati, public weighers appointed by the Chamber of Commerce; New York, under the supervision of the Produce Exchange; Buffalo, Chamber of Commerce; Minneapolis, State of Minnesota; Duluth, State of Minnesota; Indianapolis has no public supervision; Baltimore, the official weighing of grain is done by a separate organized department of the Chamber of Commerce, provided under the rules and is under the control of the "Bureau of Inspection and Weighing."

Peoria.—Grain going into elevators is weighed by weighmasters appointed by the elevator proprietors after being examined and instructed by the committee on weights and measures and are under the supervision of the committee. When going to the distilleries and mills, weighed by their weighmasters whose appointments have been confirmed by

shippers was held for the purpose of devising ways and means to help the southern trade. It was thought best that a southern division of the National Association, with its members drawn from the south and southwest, be formed, and in December, 1902, the secretary of the National Association corresponded freely with the chairman of the committee appointed at Peoria and the members of his committee, to bring about this division of the association.

The question was extensively taken up with the entire trade of the south, at intervals of 15 days each, but none of our efforts were successful in even securing an expression from the southern dealers as to their views in the matter, and the idea had to be abandoned, as it was clearly demonstrated the south did not care for organization.

Secretaries' Meetings.—In February last several of the western state secretaries and the National Secretary held a meeting in Kansas City, and appeared before the board of directors of the Kansas City Board of Trade, urging them to amend their re-inspection rule, which was done at an election a few days later, but unfortunately, on account of the peculiar wording of the amendment adopted, it has given but little relief and a very large portion of the grain sold in that market is under the old rule and unless the words "unless otherwise agreed" is cut out of the new rule it will never amount to anything.

In August of this year the secretaries of Illinois, Iowa, Kansas and the National Secretary, met in St. Louis and made a very thorough investigation of the weighing system in that market and while there, held a meeting with the weighing committee and quite a number of the receivers and pointed out to them, what was necessary to be done to improve the department and we were assured by the weighing committee they would take vigorous steps to bring about the needed changes and I am pleased to report that on Sept. 14th the board of directors of the Merchants Exchange adopted the following new rules regarding the supervision of weights:

"All grain and hay received in St. Louis or East St. Louis or places contiguous thereto, on account of members of the Merchants Exchange, or consigned for sale to this market, must be weighed under the supervision of the department of weights of the Merchants Exchange, through some elevator, warehouse or track or wagon scales under their supervision.

"The same rule to apply on all grain and hay shipped from this market. The fees to be charged and collected for this service shall be the fees fixed by the weighing committee and approved by the board of directors from time to time."

Also:

"On the 22nd of September the board of directors approved of the schedule of charges fixed by the weighing committee for the supervision of the weighing of grain and hay and other commodities to take effect October 1st."

I am glad to state these rules resulted from the secretaries' meeting.

During the past year the Grain Dealers' Union of South Western Iowa and Northwestern Missouri, extended that organization further south in the state of Missouri, securing 60 new members.

In April a state association was organized in Wisconsin the state of Michigan was organized in June, and North Dakota in July and all of the new associations have affiliated with the National. The state associations affiliated are:

Ohio.....	410
Indiana.....	295
Illinois.....	162
Iowa Gr. Dealers' Ass'n.....	400
Grain Dealers' Union.....	160
Kansas.....	255
Texas.....	144
So. Minn & So. Dakota.....	163
Okla. & Indian Ter.....	150
Michigan.....	51
Wisconsin.....	75
North Dakota.....	20

Total affiliated members.....2,285

The membership among the Brokers and Receivers in the various markets is 255, making a total individual membership of..... New members secured during the year, 77. Transferred members from state Association, 3. Total, 2,285. Suspensions, 1; withdrawals, 10. Net gain for the year, 69.

Finances.—This organization in the past has been handicapped for the lack of funds in the way of carrying on the work of reform into all the terminal markets, but with the membership it has

The Official Badge.



the committee, and who are sworn to justly do their duty as weighmasters.

New Orleans, I am advised, has no official weighing department and the weighing is done by the elevators and warehouse companies, who furnish weight certificates of their own. These certificates are signed by the chief weigher of each company and do not show any remarks regarding leaky or bad order of cars on their arrival.

Memphis has four public warehouses and the weighing is under the jurisdiction of the Merchants Exchange. The other elevators in Memphis, as I understand it, are not under the supervision of this department. All the elevators and mills in Memphis are equipped with large hopper scales, and the weighing at the various warehouses is done on small platform scales set in the floor.

Reports on leaky cars received in the various markets from Jan. 1st, 1903, to July 1st, 1903.

St. Louis, out of a total number of 6,929 cars received 1,045 were leaking; Kansas City, 22,409 cars received, 2,027 leaking; Chicago, 94,600 cars received, 11,402 leaking; Minneapolis, 64,137 cars received, 3,234 leaking; Toledo, 10,000 cars received, 395 leaking; Indianapolis, 5,679 cars received, 25 leaking; Duluth, 14,836 cars received, 5,486 leaking; New York, 23,697 cars received, no record of leaky cars; Baltimore, 15,678 cars received, 66 leaking; Milwaukee, 14,801 cars received, 3,391 leaking.

The number of cars received at five of the principal markets show an average leakage of 19 per cent.

Southern Trade.—At the Peoria convention last year, a meeting of southern

at this time, it is now in position to carry on aggressive work from this time forward.

Change of Time for Holding the Annual Meetings.—It has been suggested by a large number of our members that the time of holding our convention be changed to the last 10 days of June; they argue that October is a busy time for receivers and country grain dealers, but on the other hand they claim the latter part of June is a dull time in the grain business, and consequently a much larger attendance could be secured by changing the date.

I trust the past year's work of the organization will be satisfactory to its members.

RECEIPTS—

Balance on hand Oct. 1, 1902..	\$ 439.12
Rebate on mileage book.....	10.00
Deposit returned for joint Agt., Peoria	17.00
Donation	10.00
From arbitration account....	105.00
Dues collected	4,200.38
Membership fees	770.00

Total

DISBURSEMENTS—

Postage	\$ 315.00
Office supplies	45.25
Salary stenographer and extra help	615.68
Office expense	104.26
Telegrams	31.76
Rent and janitor	170.00
Printing and stationery.....	340.23
Secretary's hotel and traveling expense	378.55
President's expense	26.43
Visitors' entertainment	42.95
Office furniture	17.50
Secretary's bond	10.00
Exchange on checks80
Secretary's salary	2,500.00
Express charges	25.80

Total

Total

Upon motion the Secretary's financial statement was referred to the Auditing Committee.

J. W. Sale: I have in my hand credentials for the delegates representing the National Hay Association: Charles England, Baltimore; Geo. S. Bridge, Chicago; H. P. Pillsbury, Baltimore; P. E. Goodrich, Winchester, Ind., and J. W. Sale, Bluffton, Ind. Mr. England, our chairman, being obliged to stay away on account of having contracted a severe cold, asked me to present a matter in behalf of the delegates. For several years past the National Hay Association has felt the need of a cipher code to meet the needs of the members of that association, and in 1900 a committee was appointed for the purpose of formulating a code. This was done and the code adopted by the association. As the hay and grain interests are so closely allied with each other the code was made to meet the needs of both trades. Five hundred members of the hay trade have already adopted the use of this code and this delegation requests that this association consider the advisability of adopting it.

The chairman: The committee will be appointed tomorrow.

Chairman Grimes: We have with us a gentleman who is known to all of you. He is going to give us a talk on statistics. There is no man, I presume, in this country, who could handle this subject better than the gentleman I will introduce to you. I am sure his talk will be interesting. I refer to Mr. C. B. Murray, of Cincinnati.

Mr. Murray read an interesting and exhaustive treatise on agricultural statistics.

The Chairman: Mr. T. M. Knappen, of Minneapolis will read a paper on reciprocity with Canada.

Mr. Knappen read the following lengthy paper:

Reciprocity with Canada.

Americans may differ among themselves as to the value of the protective tariff that confronts the goods of other nations at our frontiers, but there is and can be no difference of opinion among them as to the value of free trade within the United States.

With a wisdom which is surprising in view of the prevalence of internal tariffs in so many other nations in their time, our revolutionary forefathers, when they came to frame the great constitution, which has been the strength and glory of the American people, decreed that commerce should be absolutely free within the states. "No tax or duty," says the constitution in one place, "shall be laid on articles exported from any state. No preference shall be given by any regulation of commerce or revenue to the ports of one state over those of another." And again: "No state shall, without the consent of congress, lay any imposts or duties on imports or exports except what may be absolutely necessary for executing its inspection laws." So greatly do we appreciate and value that magnificent freedom of trade which permits commerce to freely go on over a region 3,000 miles long and 2,000 miles wide, that it is a great question whether we owe our unparalleled growth and prosperity more to it or to the protective tariff—even with those who believe most strongly in the latter. We all know that



if every state imposed tariffs at its boundaries, there could be nothing like the great wealth that has been amassed within this country and nothing like that wonderful internal commerce which dwarfs not only our foreign commerce but the foreign commerce of the whole world.

Wealth does not consist only in making things. It consists in using them, and without free intercourse between all parts of this republic, there would never have arisen that admirable and complete transportation system, which contributes so much to wealth by easily bringing the consumer and the product together.

The history of all countries which have had internal tariffs shows that they are a great draw-back to commerce. The German Federation was hardly a modern nation until the Zollverein, and the most backward modern nation in Europe today is Austria which is still laboring under the burden of internal tariffs. Medieval Russia is in practically the same situation, because her lack of transportation facilities checks the development of commerce.

To the American mind American rule and free trade under it are inseparable. Public opinion would not tolerate the small tariff which congress imposed on exports to, and imports from Porto Rico, and so strong is the tendency toward free trade under the flag, that it is only a question of a comparatively short time until congress will be compelled to grant

free trade with the Philippines. Our nation is so large in territory that most of our citizens do not realize that we have any tariffs that interfere with free trade. When they come to the Mexican or Canadian frontiers, they find it exasperating to be stopped by tariff barriers raised where nature has raised none. At the sea coasts it is different. There, nature, herself, has created obstacles, and the added artificial barrier of the tariff does not seem inappropriate, but on the North and South, the same continent stretches away in countless leagues, utterly unmindful of man's imaginary lines. Especially unnatural to Americans seems the tariff line that divides us from our Canadian neighbors. They are so like us that a person set down blind-folded in many Canadian towns would not know that he was without the United States. They speak the same language, are of about the same descent, and have the same customs and modes of life. Their wants are the same as ours and they inhabit a country whose climate does not vary greatly from that of the Northern states. Some of the strongest high protectionists agree that there is no need of a protective tariff against Canada, and many of them freely assert that trade between the two countries ought not even to be hampered by a tariff for revenue.

The theory of protection is that it is wise for a country to develop within itself as many industries as possible and to promote a high standard of life by protecting itself against the competition of a lower standard in other countries. The chief purpose of the protective tariff as applied in the United States has been to protect our manufacturers and their workmen against the competition in the domestic market of the products of the cheap capital and cheap labor of Europe.

As we have for a long time been the world's greatest agricultural nation and have been exporters rather than importers of all such agricultural products as it is possible to produce profitably in our climate, our agriculture has not needed protection though some has nominally been accorded to it. Canada is not a great manufacturing country and there is no great difference between the standard of living there and here. The American manufacturers do not dread Canadian competition, even with free trade. Canada is essentially an agricultural nation, or rather, a nation of natural products instead of manufactures. The great bulk of her exports are and indefinitely will be products of the earth. Her markets for those natural products of which we also have a large surplus, must in the nature of things be found in Europe rather than America. The population of the world is growing so rapidly that it is pressing hard on the food supply, and the densely populated manufacturing nations of Europe will have to draw more and more on the farmers of America for the food supplies of their workers. So that even if the American agriculturists had reason to fear Canadian competition, if the tariffs were removed, it would not be offered to any great extent, because the hungry mouths of Europe must be fed from the United States and Canada, and the task of supplying the home markets for agricultural products will necessarily be left largely to the producers of each country.

Free, or freer trade in natural products, will be a matter of mutual convenience and benefit rather than of trade invasion of each country by the products of the other. The trade between Canada and the United States closely resembles that between states. It is an interchange of goods to suit the convenience of location rather than the exchange of products separately characteristic of the two countries—which is the true type of international trade. In 18 classes of identical goods we sold to Canada last year \$97,000,000 worth, and bought from her \$40,000,000 worth. The irresistible tendency of neighbor to trade with neighbor on this continent overrides hostile tariffs. The two nations are not so placed geographically as to be naturally separate commercial organisms. When you raise a tariff at the Canadian boundary you undertake to impede precisely the same sort of mutually beneficial trade that goes on between our neighboring states. The problem of trade relations with Canada is entirely different from that of such relations with any other country. It is important to remember this. It explains the demand for reciprocity in the northern tier of states, with hampered trade on one side.

Continued on page 463.)

Echoes of the Convention.

Toledo's Red Letter Mayer presented everyone with a red book.

H. P. Pillsbury was the only dealer present from Washington, D. C.

Harry Cuddeback bot three bazzoos to keep him company on the lonesome trip home.

The boy in charge of sample exhibits was given the grain in appreciation of his services.

Every lady on the Grain Dealers' Special had a bunch of carnations with the compliments of Fred Mayer.

A folding rule made of celluloid and bearing his advertisement was distributed by A. L. Somers, of Chicago.

A model of steel lined car which also showed a new grain door was exhibited by H. A. Foss and A. E. Schuyler, Chicago Board of Trade weighmasters.

The grain trade through its Boards of Trade, Exchanges and Railroad and Warehouse Commissions, is unanimously opposed to government grading of grain.

Insurance Men: C. A. McCotter, L. R. Doud of Grain Dealers National Mutual; Hugh S. Byrkit of Indiana Millers Mutual and H. M. Giles of Millers National.

J. D. Shanahan, Secy. Chief Inspectors Assn., brot a model of a hopper bot-tomed car but was too busy with his samples and meetings to get it on exhibi-tion.

S. T. Marshall, of Calumet Grain Com-mission Co., St. Louis, was the only St. Louis representative present. Mr. Mar-shall has always taken a live interest in assn. work.

The hit of the convention was the cricket distributed by John J. Leonard of Geo. H. Sidwell & Co., Chicago. He is also willing to answer all questions re-garding Lottie.



Geo. H. Davis.

H. S. Grimes.



President H. S. Grimes of Portsmouth, Ohio.

C. G. Egly, of Berne, Ind., was the only Hoosier who did not enjoy the trolley ride, but then the cat got out of the bag, and to quiet some of his friends, he presented them with aluminum combs.

The Chicago Hay Dealers stuck to-gether like bound with wire. Among those who were especially entertaining were H. H. Freeman, W. J. Thompson, H. L. Randall, B. Pfaelzer and G. Kers-ten.

The continual performance of the Anvil Chorus presented at the clerk's desk at Hotel West will long be remembered by the dealers who fell into the snare. Next time an iron-clad agreement as to the rates to be charged and accommodations to be given will probably be made.

Thursday afternoon the private car of the general manager of the city electric lines called at headquarters for P. E. Goodrich and a few of his friends. Re-freshments were supplied and the party was taken to St. Paul, the Indian Mounds and Minnehaha Falls.

State Secretaries present: J. W. Mc-Cord, Ohio; S. B. Sampson, Indiana; M. G. Ewer, Michigan; Geo. Beyer, Illinois;

Geo. A. Wells, Iowa; H. G. Miller, Ne-braska; E. J. Smiley, Kansas; C. T. Prouty, Oklahoma; J. J. Quinn, South Minnesota and South Dakota.

Machinery men in attendance: B. Tucker, Fuller & Johnson Mfg. Co.; R. A. Aitchison, Tweedale & Harvey; Mel-vin Slife, Slife & Ragnor; W. T. Eaton, W. T. Eaton Mfg. Co.; F. H. Day, H. L. Day; A. F. Shuler, Huntley Mfg. Co.; W. E. Sherer, S. Howes Co.; H. L. Bush-nell, Midland Machinery Co.; W. E. Keiser, of Weller Mfg. Co., Chicago, was accompanied by his wife.

The entertainments provided by the lo-cal committee were perfect in every detail. The trolley ride, for which a number of large, commodious and comfortable cars were provided, would have been a most enjoyable event had the weather man done his part. The vaudeville entertainment at Elks Hall was spoken of in the highest terms by those who had the privilege of enjoying the performance. The reception and promenade concert at the Chamber of Commerce were heartily enjoyed by every one.

On leaving N.-W. station Thursday evening the Board of Trade Special was

serenaded by Delaney's "Troubadours." Prominent delegates indulged in a cake walk on the platform. The return trip was most enjoyable. All congregated in one car where the Arion Quartet and Mr. Hanlon entertained. Mr. H. A. Foss was presented with a solid silver set of knives, forks and spoons by those aboard the C. & N. W. special in appreciation of his untiring efforts in their behalf.

In Attendance.

Among those in attendance were:

NASHVILLE—G. P. Rose.
LOUISVILLE—H. H. Bingham.
CLEVELAND—S. T. Williams.
MEMPHIS—Chas. D. Jones, S. M. Bray.
NEW ORLEANS—A. F. Leonhardt, Mr. Lawler.

MISSOURI—J. G. Gregg, St. Joseph; L. B. Wilcox, Moberly.

PHILADELPHIA—W. P. Brazier, H. C. Miller, S. C. Woolman and wife.

NORTH DAKOTA—R. L. Metcalf, Lakota; M. F. Swanston, Michigan.

NEW YORK CITY—Mr. Field, Mr. Strong, O. C. Lohrke, Charles Fitch Swan.

CINCINNATI—F. E. Fleming, W. T. Gilbreath, Brent Marshall, C. B. Murray.

BUFFALO—Geo. H. Gisel, F. J. Miller, C. A. Reed, C. M. Treat, and J. D. Shanahan.

BOSTON—E. P. Knight, D. L. Marshall, Geo. F. Reed, Thos. Ronald, J. E. Southworth.

TOLEDO—H. Cuddeback, A. B. Emmick, C. Knox, Fred Mayer, F. O. Pad-dock and wife.

MICHIGAN—M. G. Ewer, C. E. Patterson, T. W. Swift, Battle Creek; W. E. Sheldon, Jackson.

PENNSYLVANIA—Jonas F. Eby and wife, Lancaster; Jas. L. King and wife, West Chester; T. J. Elwood, Pittsburg.

PEORIA sent a large delegation, among which were: C. C. Miles, J. W. Gift, D. D. Hall, C. H. Boyd and Alfred Anderson.

BALTIMORE—J. A. Clark, Chas. Eng-land, Jas. C. Gorman, G. A. Hax, Geo. J. Jackson, Walter Kirwan, Andy Kuhl, C. C. Magill, F. Megenhardt, Wm. Rogers, J. F. Ryley, J. W. Snyder.

DES MOINES—E. D. Hamlin, M. McFarlin, Lee Lockwood, E. L. Bowen, L. W. Gifford, C. H. Casebeer, W. G. McDougal, Mr. Mueller, W. F. Morgan.

MINNESOTA—P. H. Dowdle, St. Paul; D. H. Evans, Tracy; C. C. Gray, St. Paul; Geo. Loftus, St. Paul; S. Stewart and wife, Morris; John Tierney, St. Paul.

KANSAS CITY—E. D. Bigelow, J. M. Bracken, Geo. H. Davis, C. A. Dayton, J. M. Flynn, J. G. Goodwin, M. H. McNeill, A. N. Pierson and wife, J. T. Snodgrass.

NEBRASKA — Floyd J. Campbell, Omaha; N. A. Duff, Nebraska City; J. W. Holmquist, Oakland; G. J. Railsback, Ashland; E. C. Twamley and wife, Omaha.

SOUTH DAKOTA—John Decker, Men-no; John Doering, Parkston; A. H. Mayers, Bridgewater; Geo. H. Shanard, Bridgewater; A. A. Truax, Mitchell; Sam Walter, Freeman.

OKLAHOMA—R. N. Britton, Wauko-mis; E. W. Flickenger, Kingfisher; G. A. Grosclouse, Waukomis; B. House, Okla-homa City; H. W. Hutchinson, Cleveland;

S. R. Overton and wife, Hennessey; J. C. Robb, wife and daughter, Kingfisher.

TEXAS' only representative was W. O. Brackett, of Sherman. Secretary Dorsey had all his arrangements made to attend the meeting, but on account of sickness in his family was detained at home.

KANSAS—O. O. Ayres, Gardner; E. N. Bailey, Baileyville; H. C. Barny, Atchison; J. E. Clark, Atchison; L. Cortelyou, Muscotah; Grant Howell, Topeka; F. P. Lint, Atchison; W. S. Washer, Atchison.

MILWAUKEE—W. M. Bell, John Buer-ger, B. G. Ellsworth, John Foley, Jr., G. C. Holstein, P. C. Kamm, J. Karger, W.



M. A. Carleton, Washington, D. C.,
Cerealist, Dept. of Agri., who read a paper on
Improvement of Grain.



Ex-President Warren T. McCray, of Kentland, Ind., who delivered an address on
Public Supervision of Weights.

L. Kassuba, M. Lowry, Chas. R. Lull, W. D. Sawyer, O. R. Dickert, H. M. Stratton, John Meigs, Wm. A. Townsend, R. H. Watrous, F. P. Wilbur.

OHIO—E. Brown, Morral; H. D. Boroff, Dayton; M. R. Brooks, Deshler; M. Cunningham, Tiffin; F. O. Diver, Middletown; H. S. Grimes and wife, Portsmouth; E. A. Grubbs and wife, Greenville; P. H. Harsha, Portsmouth; C. B. Jenkins, Marion; H. W. Kress, Middletown; J. B. Van Wagener and wife, London; P. D. Werts, Verona.

ILLINOIS—C. A. Bailey, Allerton; H. I. Baldwin, Decatur; R. T. Barton, Jamaica; W. R. Breckenridge, Kankakee; Wm. Bruckhauser, Anna; C. A. Burks and wife, Decatur; J. M. Bruce, Seneca; J. M. Camp, Bement; J. F. Cooley, Kenney; W. H. Current, Indianola; J. M. Current, Homer; T. D. Hanson, Villa Grove; B. P. Hill, Freeport; J. W. Jamieson, Marseilles; Gustav Kersten, Plainfield; Geo. D. Montelius, Piper City; M. L. Merritt, Dwight; C. N. Mullin, Seymour; J. Rapp, San Jose; R. G. Risser, Kankakee; H. C. Suttle, Kenney; C. H. Woods, Blodgett; J. P. Woolford, Galton.

IOWA—F. C. Ballard, Hawarden; W. R. Bloom, Klemme; P. C. Carlson, Farnhamville; S. J. Clausen, Clear Lake; F. E. DeCelle, Sioux City; M. E. DeWolf and wife, Laurens; D. N. Dunlap, Fontanelle; J. N. Gilchrist, McGregor; C. M. Gowdy, Britt; H. Hahn, Le Mars; F. W. Hartwig, Williams; Peter Hattenscheid, Corwith; M. Hennessey, Orient; D. Hunter and wife, Hamburg; P. M. Ingold, Spencer; O. H. Keith, Wayland; Jay A. King, Nevada; F. S. Landers, Decorah; Aug Lau, Klemme; Wm. McMahon, Shenandoah; E. H. Miller, Council Bluffs; B. R. Patterson, Mitchellville; A. W. Randall, Conrad; M. T. Shepherdson, Sioux City; J. W. Smith, Lamoni; Jas. Tiedeman, Fonda; B. F. Vorhes, Williams; F. H. Way, Mason City; Chas. Webster, Waucon; G. L. Webster, Eagle Grove; W. L. Weston and wife, McGregor; A. J. Zingre, Mason City; J. E. Thompson, Roland.

CHICAGO—S. T. Aber, W. P. Anderson, Edw. Andrew, Fred Austin, Frank Baker, Wm. Bogert, J. H. Brooks, R. F. Burton, Charles Case, Wm. Christie and wife, M. Churchill, M. E. Cooke, S. A. Dalton, L. B. De Forest, F. J. Delaney, C. D. Dillin, H. F. Dousman, G. W. Ehle, J. J. Fones, E.

J. Foord, H. H. Freeman, H. L. Goemann, G. S. Green, E. G. Heeman, W. M. Hirschy and wife, Lowell Hoit, J. K. Hooper, B. Frank Howard, J. F. Howard, E. B. Hymers, J. H. Karsten, G. J. LeBeau and wife, John J. Leonard, J. W. McCabe, J. P. Mackenzie, D. Murphy and wife, Harry Paynter, James Patten, B. Pfaelzer, J. W. Radford, H. L. Randall, H. Rang, Jr., H. H. Ray, H. A. and I. P. Rumsey, C. F. Schneider and wife, J. B. Scott and wife, A. Seckel, O. G. Smith, Ralph Sollitt, A. L. Somers, Theodore Speltz, Geo. F. Stone, J. J. Stream, C. H. Thayer, Wm. Timberlake and wife, W. J. Thompson, Geo. A. Wegener, Jno. Weinand, E. S. Williams, Harvey Williams, Geo. A. White, O. C. White, A. E. Wood.

INDIANA—C. M. Barlow, Kokomo; B. A. Boyd, Indianapolis; H. L. Combs and wife, So. Whitley; M. L. Conley, Frankfort; E. T. Crouter, Sullivan; Geo. P. De Groat, Indianapolis; Frank Dickson, Whiteland; C. G. Egly, Berne; W. B. Foresman, Lafayette; W. S. Garrett, Brownstown; P. E. Goodrich, Winchester; J. R. Gray, Indianapolis; E. L. Harris and wife, Greencastle; J. S. Hazelrigg, Cambridge City; J. C. Hite and wife, Peru; M. L. Johnson, Evansville; C. M. Lemon, Bedford; S. C. Lewis, Roann; J. W. McCardle, New Richmond; W. T. McCray, Kentland; Wm. Mercer and wife, Peru; R. T. Messenger and wife, Laporte; T. A. Morrison, Kokomo; C. E. Nichols, Lowell; M. C. Niezer, Monroe; V. T. Reid, Salem; A. E. Reynolds, Crawfordsville; W. E. Rich, Remington; J. M. Robertson, Brownstown; C. E. Robinson, Medaryville; J. W. Sale, Bluffton; Chas. Seward, Kokomo; B. Taylor, Lafayette; D. P. and J. F. Simison, Romney; J. J. Snodgrass, Hillisburg; J. H. Stewart, Manson.

It must be accentuated that speculation has so far touched wheat only gingerly. It is too early after harvest for the large operators to manipulate the wheat markets. New York has troubles enough on hand, and the crowd which "tails on" has lost money and nerve for the time being thru the late developments in Wall St.; but all conditions are well adapted for fire-works on 'Change. European speculators who patronize the green table at Chicago and who generally bet on the bear card should be especially warisome during this season.—C. H. Seybt, Highland, Ill.



Geo. F. Stone. Secretary Chicago Board of Trade, who responded to the Address of Welcome.

Committed By the Minneapolis Journal.



"E. J. Smiley recognizes the Kansas high sign as given by L. Cortelvou."

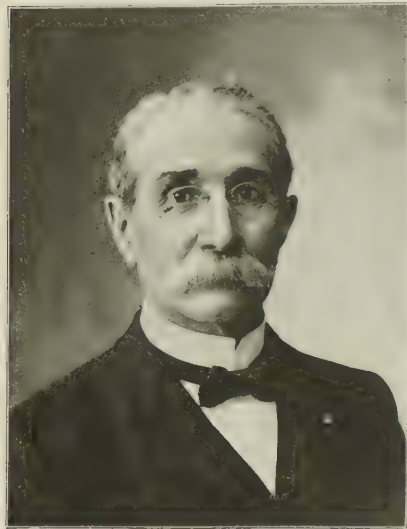
"E. H. Culver, of Toledo, buttonholed by Curt M. Treat, of Buffalo, where the next convention will be held, if—"

"Secretary Stebbins."

Chief Inspector's Meeting.

The meeting of Chief Grain Inspectors, held in connection with the Grain Dealers' National Assn., was attended by 24 members representing the largest markets in the country.

Samples of the official grades of grain and seeds from the principal markets were on exhibition in the Old Colony Bldg.,



Jno. O. Foering, Philadelphia, Pa.
Pres. Chief Grain Inspectors Natl. Assn.

across from the new Chamber of Commerce.

The first meeting was called to order at 12:30 p. m. Oct. 7.

President Foering: We are here to hear the reports of different exchanges, as to whether or not they will co-operate with us in establishing a more uniform phraseology governing grades.

A large number of letters were received in response to a circular sent by the association to every exchange, board of trade,

and railroad and warehouse commission, asking for an expression of their views on a bill to be introduced at next session of Congress.

From those read it is to be judged that they are opposed to House Bill 7003, which provides for government inspection of grain.

The grades adopted by the association at Peoria have all been presented to different exchanges for their adoption and President Foering asked for reports from each inspector whether or not they had been adopted in his market. Reports heard prove every exchange to be working with the association to establish uniform phraseology of rules governing grading. Some markets have local conditions that required the rules to be changed to meet them, but it is understood that they may be modified to meet such conditions.

W. J. Graham, supervising inspector, Kansas City, Kans., stated that they are adopting civil service or merit system, and find it greatly improves the results of the department.

F. H. Tedford, of Kansas City, Mo., stated that civil service rules have been in force in his department for several years. Kansas dealers are satisfied with state inspection, being opposed to federal inspection.

A letter from United States Consul at

Mannheim, Germany, read by President Foering, brought out discussion on foreign trade. He stated that it is in the power of different organizations to handle the subject of inspection, having power delegated to an appeals committee to formulate rules to govern the entire trade of the United States, can place the business on a basis of integrity and honesty, acceptable to foreign buyers, where now our certificates are doubted. I have seen cargoes discharged in the rain put in barges, shipped up the Rhine, requiring two weeks' time to arrive at destination, and the sun shining on it all the time. The grades are now at lowest point possible. Buyers in the west ship anything east. Canadian ports are complained of, too, and the sooner rules are formed the better.

G. H. K. White: I have had two complaints recently, but the last one said corn running better. Where corn is bought in New York for export and we get a high grade of Chicago or western corn, it is mixed with lower grade to get a fair contract grade for export and New York certificate accompanies it, but where it is bought on Chicago grade, adulteration is not allowed, and original certificates follow it. The grain is kept in separate bins without mixing, thus retaining identity.

Adjourned till 8:30, Oct. 8th.



Chief Inspector W. L. Richeson exhibited Moss, Rice, Cotton and Sugar Cane as well as type grades.



J. D. Shanahan, Buffalo, N. Y.,
Secy., Chief Grain Inspectors Natl. Assn.

THURSDAY MORNING'S MEETING.

The second meeting was held Thursday morning. The committee appointed to revise rules on spring wheats reported that Minnesota rules were accepted after striking out "or any other defects" from No. 2 Northern and substituting grade No. 4 for rejected.

A vote of thanks was given to boards of trade and warehouse commissions who had taken the interest to send their inspectors with samples, also to the Chamber of Commerce for use of room.

Resolutions expressing the sympathy of the association for the family of Mr. Walcott, former inspector at Boston, who died recently, were adopted.

Invitations from New Orleans to hold the next convention in that city were read.

It was suggested that resolutions requesting the G. D. N. A. to indorse their grades be formed and placed before the resolution committee of that association for proper action. Motion carried.

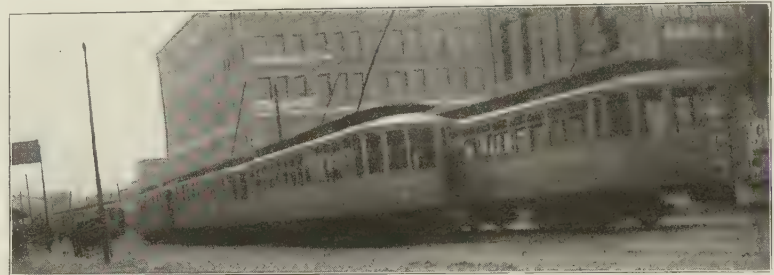
Secy. Shanahan nominated Pres. Foering for president and he was elected by acclamation, as were all the officers. Chas. McDonald, Jr., of Baltimore, vice-pres., and John D. Shanahan, secy.-treas.

The meeting then adjourned.

Those in attendance were: F. H. Tedford, Kansas City, Mo.; R. McMillan, Board of Trade, New Orleans; W. H. Goodding, St. Louis, Mo.; J. E. Bidwill, Chicago; F. D. Hinkley, Milwaukee; Wm. Griner, Indianapolis; G. H. K. White, New York; C. Davis, East St. Louis; W. P. Dixon, Kankakee; J. N. Barnard, Minneapolis; F. W. Eva, St. Paul; Chas. McDonald, Jr., Baltimore; J. D. Shanahan, Buffalo; W. J. Duffy, Philadelphia; J. O. Foering, Philadelphia; A. Anderson, Indianapolis; J. W. Radford and W. J. Graham, Kansas City, Kan.; W. L. Richeson, Maritime and Merchants' Exchange, New Orleans; Homer Chisman, Cincinnati; Ed. Culver, Toledo; C. T. Prouty, Kingfisher, Okla.; F. W. Annin, Chairman Seed Committee, Toledo; H. E. Emerson, Duluth.



W. R. Breckenridge, S. T. Williams, R. E. McMillan, A. F. Shuler.



Eleven large street cars were provided for the accommodation of the visitor.



W. R. Breckenridge, S. T. Williams, — J. F. Riley, C. M. Treat, R. E. McMillan, A. F. Shuler.



C. A. Burks, A. E. Reynolds, W. M. Bell.



Chas. England, Baltimore, Md., who delivered an address: All Grain Inspection Depts. should be conducted upon Civil Service Principles.



J. W. Holmquist, President of the Nebraska Assn.—Before and After.

Philipp Benz, Deceased.

Philipp Benz, who suffered a stroke of paralysis Sept. 20, died Sept. 23, aged 66 years. Mr. Benz was the senior partner in the firm of Ph. Benz & Co., and had been a member of the Board of Trade since 1870. He came to America from Germany in 1860, going directly to Chicago, where he has always resided, and



Philipp Benz, Deceased.

opened a grocery and feed store in 1865, entering the produce business in 1870.

In 1872 he took his son into the business, the firm name being then changed to the present style, and thru their energy a receiving business, especially in barley, was built up. The business will be continued as heretofore under the management of Emil P. Benz, his son.



First Vice-Pres. Jno. W. Snyder, Baltimore, Md.



C. B. Jenkins, Marion, O., who delivered an address on "Is the Relation of the Elevator Man to the Terminal Receiver What It Should Be?"



H. A. Foss, Chicago Board of Trade Weighmaster, who addressed the meeting on "Car Doors."

Exports of corn oil for the 8 months prior to Sept. 1 amounted to 3,083,068 gallons, compared with 2,258,617 gallons for the same months of last year, as reported by O. P. Austin, chief of the bureau of statistics.

Exports of foreign beans and peas during the 8 months prior to Sept. 1 amounted to 42,455 bus., compared with 26,574 bus. for the same months of 1902, as reported by O. P. Austin, chief of the bureau of statistics.

The board of managers of the National Board of Trade at their recent Cleveland meeting decided again to present for passage the bills which were introduced at the last session of Congress, but failed to pass, and to work hard for their passage.

Green lumber was used in the cribbing of the Standard Elevator at Alton, Ill., built a year ago. Covering the wall with iron siding has been postponed until now to avoid buckling the sheets. The house has shrunk 7 inches.



H. C. Miller collected a few badges



Secretaries Beyer and Smiley

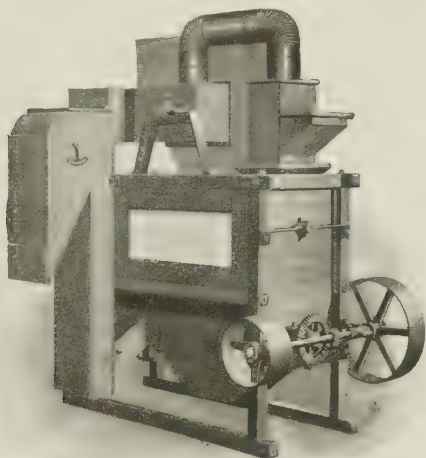
The Beall Non-Vibrating Warehouse and Elevator Separator

At this time of the year the elevator man's thoughts turn to corn cleaning. He wonders if his next shipment will grade

vator Separator, together with end and side sectional views of same. The principal feature of this machine is a semi-cylindrical sieve which does not shake or revolve, but has a slow rocking motion from side to side.

As the grain enters the machine it is subjected to a strong air suction which

other small material fall out thru the perforations into a hopper from which they are spouted to any desired place. The conveyor carries the grain to the other end of the machine, where it is discharged in a wide thin stream, being again subjected to a strong air suction, which removes all dust and dirt that may still re-



The Beall Non-Vibrating Warehouse and Elevator Separator

contract, or be rejected on account of having bits of broken cob, husks and other foreign matter in it.

Some grain men find it profitable to buy dirty grain at a discount, put it in prime marketable condition and reap a larger margin.

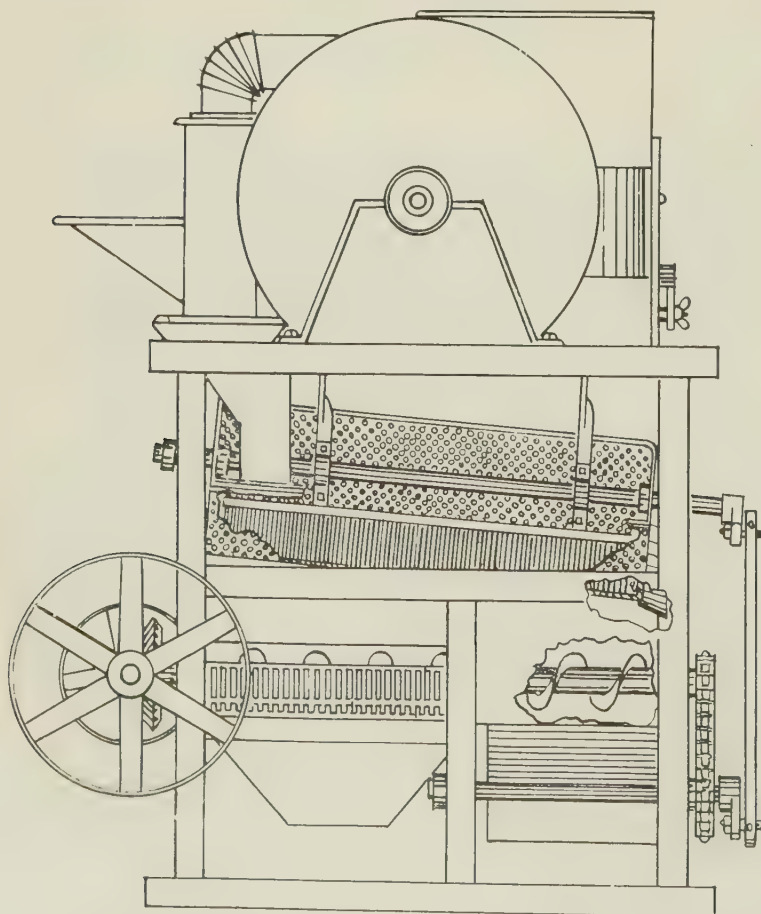
In the illustration herewith is shown a Beall Non-Vibrating Warehouse and Ele-

removes all light substances. It then falls upon the sieve. A stationary wire brush, extending lengthwise of the sieve, keeps it clean and scatters the grain so that it falls at once thru the perforations. Sticks and other large foreign matter pass over the tail of the sieve. The grain then passes to a conveyor surrounded by a perforated iron casing. The sand, dirt and

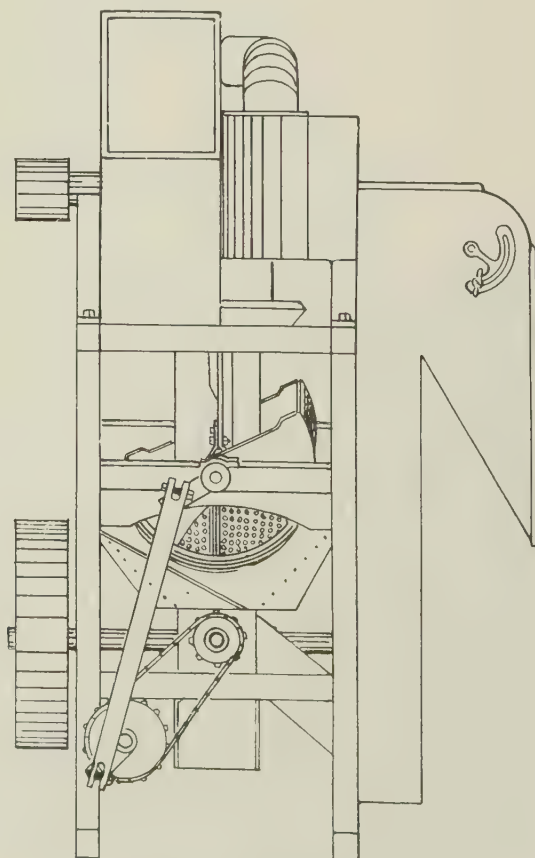


Capt. I. P. Rumsey, Chicago
Director at Large

main in it. The machine is all enclosed and therefore dustless. It runs slowly and easily, hence is not likely to get out of order. Additional information can be had from The Beall Improvements Co., Decatur, Ill.



Side View of the Non-Vibrating Warehouse and Elevator Separator



End View of the Non-Vibrating Elevator and Warehouse Separator

(Continued from page 454.)

If Canada were to continue what it has been so long—an obscure dependency of the British empire, a mere ribbon of occupied land, sparsely settled, poor, and with a trade but slightly developed, there would be no cause for us to concern ourselves greatly over trade relations with it; but within a few years Canada has awakened to a new life and it has entered upon an era of growth in population and increase in wealth which presages somewhat such an expansion as the United States has enjoyed for the last hundred years. Within seven years the foreign trade of Canada has increased from \$220,000,000 to \$448,000,000 annually. All Canadians and we, ourselves, now understand that Canada is no barely habitable arctic region, from whose barren soil a handful of people extract with hard toil a bare sustenance.

"Some of us have known," said Mr. John Charlton, a Canadian member of parliament and a strong believer in reciprocity between the United States and Canada, "that we possess these vast resources. None of us have known how vast they were. None of us know yet. You can go from Winnipeg west to the Rocky Mountains and you will pass most of the distance through a magnificent prairie country, all of which can be and is being made fertile land. Just consider that north of you lies the valley of the Saskatchewan, a river one thousand miles long, with a valley averaging 200 miles wide, then you can realize that north of the Saskatchewan is the valley of the Athabasca, a river flowing north and belonging to the great Mackenzie system. Think of such a valley as the Peace river entering into Lake Athabasca, a sea of water about like Lake Erie, a river that has 900 miles of navigable water and the best land in Canada, and the best climate for wheat in Canada. You can start from the boundary line and travel as the crow flies, 700 miles, and you are passing through the wheat belt, the entire distance, and then there are minerals, iron, coal, petroleum, gold and silver. Even in Labrador nature has compensated us for the sterility of its climate by giving us 30,000 square miles of iron ore, enough to supply the furnaces of the United States for about 300 years. If you want to share in the handling of three or four hundred million bushels of wheat, if you want to share in that business, of course, put on custom house duties, and all these arrangements to make it a dead sure thing that they will go down the St. Lawrence river. Get out of this miserable rut you have been traveling in and step in with us and help us share the land, develop the land, and reap with us the benefits that will accrue from the settlement of that country and the development of its resources."

Let us look a little into what we may enjoy if we will follow Mr. Charlton's advice to get out of "of this miserable rut." In the last five years Canada has enjoyed wonderful prosperity and has witnessed an amazing development of her resources. From Quebec to British Columbia there has been an enthusiastic rush to utilize Canada's gifts from nature. Capital has poured in, immigration has surged in, and from one end of Canada to the other there has appeared a firm belief that the country is naturally one of the richest. The influx of capital may have been more noticeable in eastern than in western Canada, but the immigration is more in evidence in the latter. Although Manitoba was settled by Lord Selkirk's colony of Scotchmen as long ago as 1812, it had in 1891, five years after the completion of the Canadian Pacific Railway, only 152,000 people. Ten years later this number had grown to 255,000—not a very rapid growth for a new country with a fertile soil—and most of it coming in the last five years of the decade. Since 1901 it is estimated that the population of the province has increased to 350,000. In other words, it has today almost as many people as North Dakota. The three territories or districts now inhabited by an agricultural population—Assiniboia, which lies just west of Manitoba, Saskatchewan, which lies northwest, and Alberta which lies west of the other two—had in 1891, 32,168 people; in 1901, 158,941; and in 1903, by estimate, about 255,000. Thus the entire Canadian west, not including British Columbia, has today about 600,000 people, where ten years ago it had only 135,000. At the present time this population is growing at the rate of about 100,000 a year from immigration alone. And the remarkable thing about it to the American who has got used to immigrants, but knows little

of emigrants, is that about half of the human tide is made up of American citizens, the rest being eastern Canadians, British and continental Europeans. In 1896 just 546 Americans went into Western Canada. Last year there was record of 37,000 of them, and doubtless some thousands escaped the count. This year there will be 50,000. An attempt has been made to show that a large part of these emigrants are returning Canadians. As a matter of fact, they are scarcely a fortieth part of the army. Many of them, it is true, are Europeans by birth, but a large part of them are good, old American stock. They are going into the new country because they conceive that the frontier has vanished in the United States and that there are no longer such opportunities to get fertile land cheap here as in Canada. They go, not to become Canadians, but to better their condition, and I know that many of them hope to live to see the day when they will be back in the republic without moving. They are settling all over the great plains and prairies that stretch from Lake of the Woods to the Rocky Mountains, and from our side of the boundary as far north as the 55th parallel, and in places farther. In some settlements it is impossible to find a

and roots. And all this was gathered by 41,000 farmers, meaning a cash income of about \$1,500 for every farmer's family.

Western wheat authorities concede that the primacy in wheat raising will ere long pass from the United States to Canada. In a recently published book, Mr. W. C. Edgar, editor of the Northwestern Miller, says that there is warrant for believing that the great wheat fields of tomorrow will lie in Manitoba and the Northwest territories, and that thus once again, "nature has postponed indefinitely the evil day when man will be able to see the limit to the growth of wheat."

Already 3,000,000 acres of land in Western Canada are producing one-third as much wheat as 12,000,000 acres in Minnesota and the Dakotas. And there are at least 75,000,000 acres of good arable land in the 360,000,000 square miles of Manitoba, Assiniboia, Alberta, and Saskatchewan, to say nothing of the fat lands of far Athabasca. Within five years as much hard wheat will be raised in Canada as in the United States. These lands are being opened up. The Canadian Pacific is building branches. The Canadian Northern, which aspires to be a transcontinental, has penetrated into Saskatchewan more than eight hundred miles from its port on Lake Superior, and ramifies through Manitoba. The Grand Trunk Pacific has surveyors in the field working on a new transcontinental from Moncton, New Brunswick to Fort Simpson on the Pacific, a distance of more than 3,300 miles. And it is predicted that this line, partly owned and partly backed by the government, will be built within seven years. Another line is proposed from the North Dakota boundary to Fort Churchill, on Hudson Bay, another from the latter place to Dawson in the Klondike. A railroad to Fort Churchill will, if navigation through Hudson's straits is commercially possible, bring the great wheat fields of the Canadian Northwest a thousand miles nearer to Liverpool than they are at present.

Almost a thousand miles North of the boundary in the valley of the Peace river, wheat, barley and oats are already grown in large quantities and a hundred-barrel roller mill, the farthest North on the continent, has been erected at Vermilion. Mr. Dawson, of the Canadian Geological survey, estimates that the Peace river country alone, contains more than fifteen million acres of excellent land. At the very lowest estimate there are 90,000,000 acres of good wheat land in western Canada. Put it all into wheat and it would raise as much wheat as the whole world now produces.

Is it any wonder that western Canadian land is in great demand? Last year the land department of the Canadian Pacific railway sold more than 2,419,000 acres of land, and the total sales by other corporations and individuals were more, while homesteaders took 3,520,000 acres in 33,000 claims. It is estimated that Americans already own 10,000,000 acres in Western Canada. Practically all of the great land companies that have handled the population movement are American. I will not stop to tell you how in Eastern Canada American money is going into hundreds of enterprises, from nickel mining to water powers and banks. It is enough to say that it is going on a big scale. A combination of natural resources, abundant capital and an energetic population is bound to produce wealth, and wealth makes markets.

Are we Americans going to share as much as we should in this development of our own continent by our own people and money?

Reciprocity between the two countries seems to be the only way in which we can follow Mr. Charlton's advice, and "get out of this miserable rut" of unfairness to which he refers and enter with the Canadians into the enjoyment of their almost virgin country. Reciprocity in connection with tariffs means simply a trade in tariffs, the bargaining nations reducing their tariffs to encourage trade between them. Complete reciprocity would mean free trade. Unquestionably that is as desirable between the United States and Canada as it is between the states, but for obvious reasons, it is at present impossible. Customs duties collected on American goods entering Canada constitute a very large and essential part of the revenue of the Dominion government. Besides Americans are too well schooled in the doctrine of protection to be prepared as yet for absolute free trade with another country. Then, too, the protectionist idea is gaining a strong foothold in Canada, so that it is



The Illinois Association Pin,
The Chicago Board of Trade Button,
The Illinois Valley Association Star.

single native Canadian. Most of these moving Americans come from Michigan, Minnesota, Wisconsin, North Dakota, Nebraska and Iowa. They have pioneered it in this country, and they know precisely what to do in their new homes. They know good land and bad land when they see it. They know how to adapt themselves to the climate. No country ever got a better class of immigrants than they.

They are not the kind of people to settle in a country that is not well adapted to agriculture. They know that wheat does not stop maturing at the 49th parallel. In 1902 the farmers of Western Canada raised on 2,600,000 acres of land, 68,000,000 bushels of wheat, which is an average of more than 25 bushels to the acre, and you know what that means. Of all grains, Manitoba raised in 1902, more than 100,000,000 bushels, and the territories more than 26,000,000 bushels. The grain was worth \$60,000,000; dairy and cattle products were worth \$2,000,000, besides large crops of hay, potatoes

impossible to secure now anything like such a degree of reciprocity as was possible a few years ago.

But, notwithstanding high tariffs on both sides of the line, the Canadians have to buy many articles of commerce from us and we have to buy many from them. Last year we took \$55,000,000 worth of their products, and they took \$123,500,000 of ours. In point of total volume of goods purchased, the Canadians are our third best customers, ranking after the United Kingdom and Germany, and ahead of France and Holland, and in point of per capita consumption of our goods they are our best customers. Every man, woman, and child in Canada represents an annual purchase of \$20 worth of American goods, as compared with \$13 for the United Kingdom, \$4 for Germany and \$2 for France.

The Canadians buy more from us than any other nation of agricultural implements, horses, books, maps, and other printed matter; clocks and watches, coal and coke, cotton wearing apparel and cotton mill waste, hides and skins, iron and steel and manufactures of refined sugar. They are our second best customers for ship builders' hardware, saws and tools, heavy machinery, paper and its manufactures, hams, pork products, timber and unmanufactured wood, lumber and furniture, and they are our third best customers among the nations for cattle, hogs, bicycles, fruits and nuts, furs and fur skins, hops, electrical appliances, cured beef, butter and seeds. One item of our export trade to Canada may be taken as typical of the great growth of the whole. Twenty years ago we exported to Canada only about \$150,000 worth of agricultural implements. Last year we exported about \$5,000,000 worth. This Canadian-American trade is now so good and is growing so rapidly—at the rate of from ten to fifteen millions a year in exports alone—that the remark is quite often made, that we are doing very well without reciprocity. So we are, but this trade could have reached larger proportions already, if it had not been for the excessively high tariffs, and if we do not take steps to encourage it, it will not only cease to increase, but will begin to decrease. If for no other reason, reciprocity is worth while to save what we have. A very strong high-protectionist party is growing up in Canada, and only two weeks ago the Canadian manufacturers' association demanded a revision of the Canadian tariff with a view to doubling the duty on imports of our manufactures. Moreover the bait of preferential trade held out by the British imperialist has proved very alluring to Canada.

With all due allowance for conditions and sentiment at the present time in both countries it is still possible to find ample material for the beginning of a very satisfactory reciprocity.

Why can we not have free trade in fish, coal, lumber, and timber, the products of the soil and the products of the mine?

With our forests doomed to destruction within 35 years, what earthly reason is there that will appeal to the interests of eighty million people to keep beyond a barrier of a tax of \$2 a thousand the lumber of Canada? It is estimated that the forests of Canada, reaching from ocean to ocean, can supply the world for 300 years to come. It is only a very short time until our building operations and our manufactures requiring timber and lumber will have to draw heavily on the Canadian forests. Already we import \$12,000,000 worth of wood and lumber from Canada and put a heavy and unnecessary tax on it. Our government does not need the revenue, and our lumber manufacturers do not require the protection. The tariff on lumber is a premium to our lumber manufacturers to destroy our forests even faster than at present. Lumber is the great building material of the American people. It has provided us millions of cheap homes. Now that our own supply will soon be exhausted, we shall be in great need of Canadian lumber, and the Canadians will be able to find here a better and more satisfactory market than any other place in the world. Why should we not have free trade in lumber? It would be a great boon to our Western farmers. On the side of the producers it would be a benefit to Canadians rather than to American lumber manufacturers, but there are places along the frontier of 3,500 miles where American lumbermen would have a market in Canada if it were not for the tariff. Besides, free lumber would involve the abolition of the Canadian export duties on logs and our lumbermen would be free to use Cana-

dian logs, the product of which could be sold both in Canada and the United States. Free lumber would not disastrously affect our lumbermen. They are nearer the market and there is room in it for both the American and the Canadian. We have taken special care of the American lumberman long enough, the time has come for us to think of the American consumer, of the millions of farmers who have for these many years contributed to the lumberman's coffers.

As for coal, its free exchange is a matter of necessity and benefit clear across the continent. In places the American coal fields are nearer the Canadian markets and in others the Canadian coal fields are nearer the American markets. What harm can come from leaving the coal from both countries free to seek its natural markets? New England needs the coal of Nova Scotia; Ontario needs the coal of West Virginia and Pennsylvania, and has to take it regardless of a tariff of 53 cents a ton. Even as far west as Manitoba, Pennsylvania bituminous as well as anthracite coal is the chief fuel supply of the Canadian consumer. Further west, Montana needs the coal of Alberta, and on the Pacific coast, California has need of the superior coal of British Columbia. At present, under an act passed by the last congress, the duty on coal is rebated. The result has been a trebling of the imports of coal from Canada, but as there was no certainty of a continuation of the rebate, Canada has not responded and still taxes American coal.

Canadian wheat is demanded by the millers grinding Northern spring wheat, and by the grain trade. Fear is expressed in some quarters that with the present tendency of our northwestern farmers to get out of wheat raising and into more profitable forms of agriculture for high priced lands, there may be a shortage in the supply of hard wheat for the mills. If that condition should ever come to pass, our millers, if they could not get Canadian wheat free of duty, would be obliged to move their export mills across the boundary. At present there is a duty of 25 cents a bushel on wheat, which absolutely excludes it, except some that has been brought in under bond. At the best, there will come years when our millers will find free Canadian wheat very handy.

The American grain trade is one of the most respectable of our forms of commerce, and its future prosperity, at least for that portion of it near the Canadian boundary, depends very largely upon whether the grain of that country is to be opened to it or whether it shall continue to be shut out of all except that part of the Canadian grain trade which it may be able to handle in bond. Last year western Canada exported about 30,000,000 bushels of wheat and the time is not far distant when it will have a hundred million bushels to sell. With the mill demand continually tending to reduce the hard wheat available for export, the privilege of handling this immense volume of Canadian wheat, would be greatly appreciated by our grain men, who are making the most they can of present conditions and are building scores of elevators in western Canada.

There is no prospect either that free Canadian wheat would injure the American farmer. Both countries are exporters of wheat. Last year we exported over 200,000,000 bushels of soft and hard wheat in the kernel and in flour. Our surplus alone was nearly three times as large as the entire spring and winter wheat crop of Canada. Is it not absurd to think that with such an immense surplus our farmers can be in the slightest degree injured by a few million bushels of wheat entering this country to suit the convenience of our millers and to be handled by our grain trade? It is a truism to say that as a general proposition the price of wheat is made in Liverpool. Liverpool is the great market for the surplus wheat of the world, and, it is the price of the surplus that determines the price of the whole. Canada will soon be the only serious rival of the United States in supplying the wheat bread eating countries with wheat they cannot produce themselves. If the entire surplus of both countries was in substantially the same hands, as it would be if there were no tariff on wheat, the two countries would be in far better shape than now to control the market to their own benefit.

At the present time Canadian and American wheat crops are largely financed and transported through different channels. The result is that they compete with each other en masse in Liver-

pool, thus tending to lower the price of both crops. Thus it appears that instead of free trade in wheat being an injury to the American farmer, it would be a positive benefit to him as well as to the Canadian farmer. The tariff which the farmer has been taught to believe is a protection to him, is really an injury. The ability of the American cotton trade to control the price of cotton within certain limits is an illustration of the possibility of the future if the surplus wheat of both United States and Canada shall, through the repeal of the American tariff on wheat, be handled by the same agencies. Then, too, our farmers must keep in mind the possibilities of preferential trade between Canada and the United Kingdom. The Chamberlain program is said to involve a discrimination of six cents a bushel against American wheat, and in favor of Canadian. Dependent as we are on the British market for the consumption of about half our wheat surplus, such a discrimination would be ruinous to our farmers. We should escape the possibility by making our trade with Canada first.

As for fish, Canada has some of the best fisheries in the world, the larger part of these being scarcely touched, and our large manufacturing and urban populations have great need of cheap fish in these days of high priced meats.

From the free interchange of natural products, Canada, which is a country of sparse population and large per capita natural production, would profit more than we, but in addition to reciprocity in natural markets it will probably be possible to modify to some extent the Canadian tariff on our manufactured products, which are in such great demand in that country. Perhaps the products of our factories could be put into Canada on the same basis as those of English factories at the present time, that is, with one-third of the duty off. Of course we would have to give the Canadian manufacturer the same chance in our markets, but I have yet to meet the American manufacturer who is not willing to take his chances with the Canadian, either in their country or ours.

Our true policy should have been from the earliest time to make Canada commercially a part of the United States. We had the opportunity but we did not utilize it.

A start in the right direction was made in 1854, when a reciprocity treaty providing for free trade in natural products was arranged between the United States and Canada. This treaty was in effect for eleven years, and resulted in an immense increase in trade between the two countries and caused the Canadian farmer to look to the United States rather than to Great Britain for his markets. Our exports to Canada grew from \$12,000,000 in 1853, to \$24,000,000 in 1854, and our imports from \$6,000,000 to \$9,000,000 in 1854.

During the whole period of the life of the treaty the balance of trade in our favor was nearly \$40,000,000. Canadians were greatly opposed to the abrogation of the treaty, but following the civil war, the attitude of the United States was not very friendly to anything British, and there was a more or less well defined feeling that the exclusion of Canada from our markets would drive her to seek entry through annexation.

In 1871 an attempt was made to renew reciprocity, in wood, coal, steel and lumber, and in 1874 the so-called Brown Draft Treaty was negotiated. It contained three schedules and it was agreed that the duty on articles therein named, being the natural products or manufactures of the two countries, should pay a duty of two-thirds of the prevailing rate during the first year of the treaty, one-third the second year, and that 21 years thereafter all of the articles named were to be admitted free of duty into each country. Among the articles included were agricultural implements, forty different articles of farm machinery being included and a long list of other manufactured articles. What a boon it would have been if this treaty had been ratified and were in effect today! How many times greater would be the trade of our manufacturers with Canada! Ever since the failure of the Brown Draft treaty the Canadians have been very anxious for reciprocity, and we have been more or less indifferent until these last two or three years, when the attitude of the two countries has been reversed, so far as public opinion goes, although our government seems to be as indifferent as ever. The growth of an independent feeling in Canada, with the disappearance of the pro-American party altogether, ought to convince us that our

policy of establishing friendship by injury is a failure.

In 1898 the joint high commission was appointed to deal with the commercial relations between the United States and Canada and to settle other international questions. The Commission struck upon the rock of the Alaskan boundary, Canada refusing to proceed further in any direction. Since then, as you know, the boundary dispute has been referred to a special commission which is now in session in London. It is likely that the joint high commission will soon meet again and take up the discussion of the reciprocity treaty.

The commission is not likely greatly to alter trade relations between the two countries, as they should be altered, unless it is convinced that the American public opinion demands such an alteration. There is no question in my mind but that it does, but reciprocity has been so long deferred that it is hard to get an emphatic expression of opinion. To that end we need effective organization everywhere of all the interests that will profit by reciprocity with Canada. It is impossible to imagine any effort to extend markets in which special interests of certain classes so completely coincide with the general interests of the country. There is not the slightest reason to doubt that every improvement in trade relations between the United States and Canada will have a potent influence for friendliness between the two nations and that freedom of intercourse which will be so beneficial to both, materially and socially.

The work of organization is already started in Wisconsin, Illinois and Indiana, and strong organizations exist in New England and Minnesota. We are trying to get organizations in all the other states likely to be especially interested, and you gentlemen should assist us. The final triumph of the movement for national irrigation is due almost entirely to a remarkably efficient organization. The mere existence of favorable public opinion does not always result in the desired legislation, as witness the failure of congress to ratify the treaty of reciprocity with Cuba, although public opinion is almost universally in favor of it. To become effective with congress and more particularly with the senate, public opinion needs the co-operation of potent personal pressure. This can only be brought to bear when a good cause is supported by a powerful organization.

All things considered, I regard reciprocity with Canada as the most important subject of foreign relations now before the American people for discussion. Its importance lies not so much in the actual status of things as in the effect it will have on the future. A beginning in the right direction now will in all human probability work toward freer and freer trade and the growth of friendship and prosperity between this republic and the dependency to the north, whose development has just begun. The continuation of the present policy of tariff exclusion will mean increasing friction between the two countries, further high tariff legislation and a future of increasing bitterness and decreasing trade.

Chairman: Of all the subjects, gentlemen, that will likely come before this convention, the subject referred to by Mr. Knappen is one that will equal if not exceed in importance anything. I would like very much, indeed, to have some discussion on this.

Mr. McCaull: As the program of this meeting was very full, I thought there was very little time for side talks, and I very reluctantly consented to speak a few minutes on this particular question. Its importance appeals to us of the Northwest more forcibly than to any other class in the United States. It is said that this repeal of the duty on Canadian grain will be of benefit to Minneapolis and to Minneapolis institutions. It will be a benefit, probably to Chicago and Boston and some other grain handling institutions, but it will also be a benefit to the grain trade at large.

I wish to say to you, gentlemen, that at the proper time in this convention, there will be introduced a resolution which, I hope, will meet with a unanimous vote in favor of reciprocity with Canada, and it is with this end in view that I wish to say a few words to try, if possible, to remove from you a feeling that this subject on the part of this convention would be sectional in its effects.

The milling interests of the Northwest are the greatest in the world, and it has been demonstrated that by bringing the best hard wheat of the North and the best soft wheat of the South together and blending them, produces the best flour. If, today, we could bring the soft wheats of the Southwest and the hard wheats of Canada here and blend them, our wheats would be all advanced, not of the Northwest or of the South alone, but all other, from five to ten cents a bushel; particularly so this year, when we have so much wet wheat in the Northwest. Now, gentlemen, if advancing wheat of the country five cents a bushel is sectional, why then, we plead guilty. It certainly does not require the exercise of much logic to convince the convention that this benefit will not be sectional in any respect. If you take up any movement of any importance, it is an easy matter to spring the same old story of sectionalism, or that it is sectional in its benefits. We are perfectly willing to unite with you in a protective tariff that helps the Eastern manufacturer, I stand as a Republican. We of the Northwest cannot see the United States get too large or too prosperous. We will work with you to help you build the Nicaraguan or Panama canal so that you of the Southwest can get to Europe easier, because that will help everything. We will help you on with your irrigation schemes in favor of the West; help you to develop your export trade of Galveston, with any movement that will tend to increase benefits to the United States in general, and when we ask you to come out at this time and endorse reciprocity with Canada, we do it, believing that it is not sectional, even to the interests we have just inaugurated.

I wish to say to the gentlemen, that our object in bringing this matter up at this time, is for this purpose: We believe you are business men and have certain influence with politicians, which class I regret to say, has heretofore stood with their ears to the ground, constantly, listening to hear what is policy; it must be policy before a politician will take a matter up. Up to this time he has been extending to the farmers of the Northwest, political policy in the way of tariff, not for revenue, but for political effect, but the moment he finds that the business men on the Northwest and the Southwest, and all grain growing regions are in favor of reciprocity, he is going to work that end. You cannot put it too forcibly to your politicians, to your representatives in Congress, and not only your representatives at Washington, but to your representatives in state organizations, to help this matter along. We have a tariff wall—an imaginary wall—on the north that stops importation of grain; a congestion occurs. Liverpool takes advantage of it and pounds down the price, and our American product and our American raw goods come into competition with that congested market. Are we going to stand it? We will have to settle the matter of reciprocity and we must take hold of it in a way that Washington can be made to do something.

It is said that Canada is indifferent. Canada is not indifferent, gentlemen. They are waiting for the hour when the United States will take an active step in the matter and recognize the importance of her own interest, and I hope every vote here will be a vote given for this resolution, when the proper time comes. Its benefits will not be sectional; they will extend all over the United States, and we cannot ask anything of you, gentlemen, that will be more beneficial to all, and I trust the resolution will not bring out a dissenting vote.

I thank you. (Great applause.)

J. W. Snyder: I have listened very intently to the paper by Mr. Knappen and also to the remarks by Mr. McCaull. I had the pleasure of hearing Mr. McCaull on this same subject at Peoria.

It seems to me that the argument this afternoon is one-sided, a one-sided question, notwithstanding the applause it has received. I say so from the standpoint of an exporter at the seaboard. If we can get Canadian wheat in through the Northwest, past Duluth and Minneapolis, we can export it from Baltimore, Philadelphia, New York, just the same as it can be exported after it is ground into flour and pays an extra rate of freight. The reciprocity that we want with Canada is annexation; that is the reciprocity we want. We want Canada annexed to the United States. (Applause.) The chances are it will not be done soon; but it may be done later. It may be done by purchase, but you heard some very

patriotic speeches here this morning, and the governor told you that the powers of all the world combined would never be able to water their horses in the Mississippi river while the men of the United States existed, and he was right. We depend upon Europe to take away our surplus. They take it in its native state; I am speaking of wheat grain, and they will take it when they want it.

In Mr. Knappen's paper, the gentleman stated that there was \$155,000,000 sent from this country into Canada last year and \$40,000,000 worth of goods brought from Canada to the United States. Where do you want greater reciprocity than that? I agree with Mr. McCaull that he is not talking socialism; he is talking in the interests of all, but talking more in the interest of the near-by man than he is of the whole country. I can ship wheat today, it is true, from Canada to Liverpool cheaper than from Baltimore, but that is because Canada has had big crops for two years, and your Northwest wheat is in bad condition. Let us take a series of years instead of one or two and the Northwest will furnish the Minneapolis mills all the wheat they want, without Canada.

What I started to say and what I reiterate is that the reciprocity that the United States wants with Canada, is to make the best arrangements that can be made through the legislatures of our states and the halls of Congress, and annex Canada to the United States. (Great applause.)

Mr. Murray: I believe there are interests involved in the question that has been brought to our attention in the last few moments, that rise a long ways above the wheat exporter at the seaboard. (Applause.) I, for one, do not care one continental whether we have an exporter of wheat at the seaboard or not. Let us have northwestern wheat for the northwestern manufacturer. (Applause.)

Mr. Snyder: Mr. Murray for a number of years has not only been giving the northwest country, and the seaboard, but the world, grain statistics, and this is the first time I have ever known that he can do without the seaboard exporter. Mr. Murray may be able to do without the seaboard exporter, but there are other gentlemen on this floor who have been doing business with the seaboard for years. At the same time, we cannot do without the seaboard, neither can the seaboard do without the northwest.

Mr. McCaull: I appreciate the remarks of our friend, Mr. Snyder, but I wish to state that I believe his view of the matter is far in advance of the times and that we will not have annexation either now (I am almost tempted to say we will never have it) or for a long time to come, but in the meantime let us work along the more tangible line of reciprocity. Let us accomplish something from day to day and as quickly as possible. Reciprocity is a possible thing if we can only awaken the politicians at Washington. Annexation, I am afraid, is a good ways off.

Mr. Knappen: I am very much interested in what Mr. Snyder said about annexation. I am afraid he has not paid much attention to Canadian public opinion. If he knew how thoroughly amused the Canadian people are at the idea of annexation, he would not have said what he did. They do not think so much of us as we do of ourselves. They are very well satisfied with their own way. They do not want close political relations with us. I would like to see the two countries one and I believe every patriotic American would, but I tell you the quickest route to annexation is reciprocity even to the extent of free trade. (Applause.) And the more you stimulate trade between the two countries the more you will stimulate a better international feeling

and make a nation of Canada instead of a dependency that may some day be transferred from the British Empire to the American republic.

Mr. Rumsey: I hope it will not appear in public that this organization is taking up the matter of annexation of Canada, and mixing that with the subject which is before us. The subject before us of reciprocity, is something that is tangible. It is something we should consider. It is something that the national board of trade has favored and it is right, I think, that we should consider it, whether we vote it up or down, but I think it would be injurious to the influence of this body if it went forth that this body was mixing the two and talking about annexation of Canada. Therefore, I hope that part of it will be dropped at this time. (Applause.)

Mr. Snyder: Mr. Chairman, you asked for a discussion of this subject and you hoped for a free discussion. I am very glad, indeed, that I succeeded in stirring up the animal.

The gentleman who read the paper seems to have forgotten another part of the paper, which is that about 42,000 Americans in the last few years have gone to Canada, while 4,000 Canadians have come to the United States. I would hate to believe for one moment that even two of those 42,000 Americans that have gone to Canada because they see a chance to make an honest dollar, have forgotten that they ever lived in the United States. I believe in reciprocity the same as James G. Blaine believed in it, but I do not believe in the reciprocity that the gentleman on your right suggested a few moments ago that he believes in even if it leads to free trade. That is too close to one-sided politics for me. I am on the other side. Mr. McCaull says he is a Republican and he believes in reciprocity with Canada. I believe in reciprocity with Canada if we can get a little more reciprocity than they can. (Applause.) We want just a little more on our side. Let Canada have as much reciprocity as she can get along with and give us all that we need. (Laughter.)

Chairman: If there is no further discussion on the subject, we will hear Capt. I. P. Rumsey report of chairman of delegation to the National Board of Trade:

Chairman: I wish before this paper is read, to announce the committees.

Committee on Resolutions—Jay A. King, Nevada, Iowa; Fred Mayer, Toledo, O.; J. G. Gibbs, Clifton, Tex.; W. M. Bell, Milwaukee; A. E. Reynolds, Crawfordville, Ind.; J. R. Marfield, Minneapolis; Capt. I. P. Rumsey, Chicago; John W. Snyder, Baltimore.

Committee on Constitution and By-Laws: W. H. Chambers, Minneapolis; Walter Kirwan, Baltimore; J. C. Robb, Kingfisher, O. T.; D. Hunter, Hamburg, Iowa.

Auditing Committee: J. W. McCord, Columbus; C. C. Miles, Peoria; G. H. Currier, Prescott, Iowa.

Special Committee to confer with the committee from the Hay Dealers Association in reference to adopting of the code: Geo. A. Wells, Iowa; E. J. Smiley, Kan.; H. B. Dorsey, Tex.

The report of the committee was read by the secretary.

Report of Committee to National Board of Trade.

To the Members of the Grain Dealers' National Association:

Your committee appointed to attend by courtesy the meetings of the National Board of Trade at Washington, in January last, have to report that they attended same, and beg to submit for your consideration the following:

There has been quite an increase in the membership of the National Board of Trade, due to the change of by-laws and a change of policy. Among other changes, this organization is maintaining at Washington, a bureau under the direction of a commissioner whose duties are to publish from time to time matters affecting commerce and trade in this country, and to give information to inquiring members. Congress has been in session but a short time since the last meeting at which the reorganization occurred, and the activity of the association has been all that your organization could have expected under the circumstances. We believe, also, that in the near future, if plans of the National Board of Trade are carried into execution, it will be of advantage for your association to become members thereof.

Since the annual meeting, and in fact, recently, the membership fees of the constituent organizations to the National Board of Trade have been reduced, so that the present cost to your association for joining the National Board of Trade, will be \$50.00. We believe that a national organization, conducted upon the lines which have been adopted by the National Board of Trade, may be of great practical value to the commercial interests of this country and that such an organization deserves the support of your association. It is absolutely essential that the National Board of Trade shall materially increase its membership during the present year, in order that it may be able to carry out its plans for the future.

To that end we advise the passage of a resolution authorizing the directors of your organization to join the National Board of Trade.

Respectfully submitted,

ISRAEL P. RUMSEY,
JOHN B. DAISH.

The Chairman: I presume that the report is subject to action by the convention. I will ask the convention what shall be done with the report. It has a recommendation that this Association join the National Board of Trade. I await your pleasure.

Mr. McCord: I move the resolution be adopted.

Mr. Kirwan: To what extent does that involve the association?

The Chairman: The question before the convention is that the report which was read by your secretary, that a committee be appointed to investigate the National Board of Trade, be adopted and that the secretary be instructed to enter into the correspondence necessary to become members. Are you ready?

Mr. Kirwan: I wish to know to what extent that handicaps our association.

Capt. Rumsey: Simply the yearly dues of the association and the expense of sending a delegate or more, as your directors may see fit, to attend the annual meeting. So far, they are held in Washington. It was considered at the last meeting whether it should not be held at different parts of the United States, but so far it stood that it should be held at the capital. No other obligations except the yearly dues and whatever expense it would be to send a committee to represent you.

Mr. McFarlin: I would like to ask Capt. Rumsey if from what he observed, the proceedings and operations of this Board of Trade has anything to do with the grain dealers.

Capt. Rumsey: Only, perhaps, as one of the great institutions of this

country in its mercantile capacity and then it does, in relation to the railroad and warehouse commission. We are certainly very greatly interested in that. All mercantile interests are taken up by different committees. Committees are carefully selected and report accordingly. Then we have this representative there in Washington to look after all these different interests that come up; and certainly the grain business is largely interested in the matter. That is not very intelligently answered, but I was not prepared to answer the question.

Mr. Kirwan: I should state that that one subject would be sufficient for us. It occurs to me that grain dealers are having a great deal to do to look after their own interests and it would not be wise to go outside of our particular interests, but I can readily see if we should have any influence in the appointment of the railroad and warehouse commission or interstate, as I understood you to say they take an interest in.

Capt. Rumsey: Yes, interstate commission.

H. F. Dousman: Some years ago the statistics of the monthly report was supposed to be an advance publication. Soon after that at the next meeting of the National Board of Trade the matter was taken up by resolution pretty sharp and the result was that there was an invitation given by the Commissioner of Agriculture for a conference and a committee made a very exhaustive statement, who had been making an investigation. The result was a marked improvement in that direction. Again a year and a half ago, the matter came up and last year Mr. Osborn, of Philadelphia, and another gentleman met in Washington and examined very exhaustively the statistician's work; the result was an improvement. It has put the grain trade of the country in closer touch with the Department of Agriculture and the statistician than they have been before. It was started seven or eight years ago and has been followed along quietly. I have been concerned in helping it along.

There is one more point that might be added with reference to the work already accomplished by the National Board of Trade. Some years ago the National Board of Trade introduced the proposition that has taken form in the creation of the Department of Commerce, which now is one of the most important functions, I believe, of our national family.

Chairman: All favoring the adoption of the report of the committee, carrying out its suggestion, say "aye."

Motion carried.

Mr. King: As a member of the resolution committee, I would say that if anyone desires to present resolution to the committee and does not see any member of the committee with whom he is acquainted, he may leave it at the headquarters, at the West Hotel.

The Chairman: I want to state that Mr. Wells, who was appointed one of the committee on nominations has resigned in favor of Mr. McFarlin.

Mr. McFarlin: I reluctantly consent to succeed so good a man as Mr. Wells.

The Chairman: The following announcement has been handed to me:

Please announce that Mr. O. T. Huyck, under imperative orders of his physician, has resigned as secretary of this association, and that the govern-

ing board have this day elected Mr. J. J. Quinn, of Minneapolis, as Mr. Huyck's successor. A. F. Brenner, President Southern Minnesota and

South Dakota Grain Dealers Association.

Adjourned to 9 o'clock a. m., Wednesday, Oct. 7, 1903.

WEDNESDAY MORNING'S SESSION.

Wednesday, October 7, 1903. Meeting called to order by the chairman at 9:35 a. m.

Chairman: It seems to me that Minneapolis has a great many outside attractions; it seems that way to me. I would not wonder, if it were 9, 10 or 11 o'clock at night. I would then think there was some excuse for this non-attendance. It is a little provoking to the chairman, when he knows we have so many members here in the city for them to be delaying this meeting the way they are. It is not right. I want to thank you gentlemen who are here, and I want to "cuss," if I could, the fellows who are not here; I feel that way and I don't say cuss words either.

Mr. Foering, the president of the Association of Chief Inspectors, desires me to state that they have a fine line of samples opposite the new Chamber of Commerce, and they are very desirous of having the members, and anyone else interested, call there and examine them. They have gone to a great deal of trouble and expense to get up this display and it surely should be appreciated. I think it will largely repay anyone, and it is no trouble to go and examine the samples.

If there is no business that the members desire to take up previous to the opening of the regular program, the order of business is mapped out. If there be any other matter to be taken up, we will be glad to entertain it. We must work expeditiously this morning, for we must adjourn anyway, not later than one o'clock. The first thing on the regular program is the report of the Committee on Nominations.

Report of Committee on Nominations.

Mr. Sale: Mr. President, Officers and Members of the Grain Dealers' National Association:

To the Officers and Members of the Grain Dealers' National Association:

Gentlemen: Your committee on nominations beg leave to submit the following ticket for your consideration as a result of its deliberations:

For president, Mr. H. S. Grimes, of Ohio.

For first vice president, Mr. John W. Snyder, of Maryland.

For second vice president, Mr. L. Cortelyou, of Kansas.

For director at large, Captain I. P. Rumsey, of Chicago.

Board of Directors.

Ohio, C. B. Jenkins, Marion.
Iowa, Jay A. King, Nevada.
Illinois, H. E. Halliday, Cairo.
Indiana, A. E. Reynolds, Crawfordsville.

Kansas, F. P. Lint, Atchison.
Oklahoma, J. C. Robb, Kingfisher.
Wisconsin, Thomas Torrison, Manitowoc.

Michigan, C. E. Patterson, Battle Creek.
Southwest Iowa and Northwest Missouri, D. Hunter, Hamburg.
Texas, G. J. Gibbs, Clifton.

North Dakota, M. F. Swanston, Michigan.
So. Minn. and So. Dak., A. F. Brenner, Minneapolis.

Respectfully submitted,

JAS. W. SALE, Chairman.

The Chairman: You have heard the report of the nominating committee. What shall be done with it?

Mr. Culver: I move it be accepted and adopted.

Chairman: You have heard the mo-

tion. I think a better plan, perhaps, would be that the report be received, and then act upon the nomination of different officers, but you can do either way.

Mr. Culver: I think that is open for remarks.

Chairman: Yes.

Mr. Culver: The question has been put, and, if satisfactory to the convention, why not dispense with preliminaries?

Chairman: Gentlemen, the question is before you. Are you ready for it? Are there any further remarks?

Chairman: All favoring the motion say aye.

Motion carried.

Chairman: The report of the committee is accepted and adopted and carries with it the election of the officers named. I desire to express myself to this convention in a manner befitting the occasion. I feel that my election to the presidency of this organization is an honor indeed; one that I can hardly find words to express. This organization is the largest organization of business men in the United States, though I will admit that the representation here today surely does not verify my statement. Minneapolis is a long way for some of our members to come. The membership of this organization is scattered over the whole United States from New Orleans to New York; from Oklahoma, I might say, as far as the North Pole. We have members everywhere. The state organizations are affiliated with the national organization; the local organizations in the different states are affiliated with the state organizations. The combination of the entire body, as I stated, brings this organization up to a membership of about 3,000. Who would not feel proud to be called to preside over an organization of the character of this organization and the membership? I would be an ingrate if I did not express myself in the manner I have.

I will not take up the time of this convention, gentlemen, in stating what I will do as your presiding officer. I might make statements I would be unable to carry out, but I will say to you that for the past two or three months I have been acting in the capacity of the president of this organization, and, with the assistance of the secretary, have endeavored to do the work; but it is necessary for the members of the different committees that are appointed, as much as it is for any other officer—for you must understand that every member of a committee appointed here is an officer of this organization—to assist the president and vice-president and secretary. With their assistance there is no question whatever that we can carry out every object or aim of this convention. I can assure you, gentlemen, it will afford me more pleasure to endeavor to get this assistance and to assist those who will assist us than anything that could happen.

I thank you very kindly indeed, for the honor you have conferred upon me. (Great applause.)

Chairman: I would like to have Vice President Snyder come up. (Mr. Snyder comes to the platform and the president shakes hands with him.)

Chairman: Allow me to present to you, gentlemen, our newly elected first vice president, John W. Snyder, of Baltimore, Maryland. (Applause.)

Mr. Snyder: Mr. President and Gentlemen of the Convention: When notified at Peoria a year ago, of my selection for the position of director at large, I promised this association that I would work under the saddle, on the off side or wherever hitched. That promise holds good today. It will be my pleasure to advance the interests of this association whenever and wherever I can. I feel proud indeed of this promotion and I beg to

thank you for it. Under the guidance of our able president, I repeat, it will be my pleasure to do anything and everything I can to further the interests of the association. Gentlemen, I thank you for the courtesy extended. (Applause.)

Chairman: I would be very much pleased to hear from Capt. I. P. Rumsey elected director at large. I wish to congratulate you, Capt. Rumsey, as director at large. If you will just step up here I know the gentlemen will be very much pleased.

Capt. Rumsey: Gentlemen, I did not want to come up here, but, having been a soldier, I learned to obey orders, and as my commanding officer called me, I must come. I do not propose to shrink from any duties and it does not seem to me as though I had done much for this great organization. I have done so little that I cannot really see that I have done anything, and if any member of the association has done less, I pity him because he does not know what he has missed. A soldier must always be prepared for duty, and I was going to say I do not think much of a soldier that was not always on duty, but I will not say that, because they all have separate duties. The former honored gentleman said he would promise to work on any side. Well, sometimes it is a good thing to have an off ox, or a person considered always on the off side. I do not know whether he is that kind of a fellow or not. I do not like to work on the off side. Unless I see it necessary, of course, to be on the off side, I like to be on the near side. I have learned to ride on the near side, and as in commanding artillery, the officer always rides on the near side. I hope, gentlemen, whatever I do, I will work on the near side of our honored officers. (Applause.)

The Secretary: I would like to make an announcement in regard to railroad certificates. Every person holding a railroad certificate must deposit it at room 122, West hotel, in order to have it properly signed by the joint railroad agent there, ready to sign them today. It is necessary for you to turn in your certificates and call for them a little later in order to take advantage of the reduced rate in returning home.

Chairman: Yesterday I requested the presidents of the different state organizations that are here, to kindly come upon the platform. We have prepared chairs for them and I would be glad if they would accept the invitation. There are quite a number of them here.

Chairman: Following the regular order of the program, we will hear from the Department of Agriculture through Mr. C. S. Scofield on "Accurate Methods of Grain Grading." Ladies and gentlemen of the convention, I am sure it affords me great pleasure to be able to have a representative of the agricultural department of the United States with us, and I think the address with which he will favor you will be not only intelligent, but interesting. I take great pleasure in introducing to you Mr. Scofield. (Applause.)

Mr. Scofield: I would like to say in starting that, appreciating the value of your time, I have made this statement as short as possible. If there are any phases of the subject which you would like to have me enter into in detail, I would be pleased to do so after finishing the paper. (Reads paper.)

Accurate Methods of Grain Grading.

Before such an audience as this, I need take no time for the discussion of the importance or desirability of accurate and uniform grain grading. You appreciate your own needs in this direction and most of you know the difficulties in the way of such an attainment.

The work of the United States Department of Agriculture, which most nearly concerns you in this connection, has been of the nature of an investigation into the problems which confront a grain inspector. We have endeavored to become

familiar with the situation. We have tried to look at it from an inspector's point of view.

Owing to the difference of administrative and other conditions under which the several grain inspection systems have developed, one finds considerable variety in methods of work and of results in these departments. The function of the grain inspector is to act as the arbiter—the judge who passes upon the quality and condition of the grain offered to fulfill contracts. To be successful in his work, the grain inspector needs to know the relative value of the samples under consideration. He needs to thoroughly know the grain and the uses to which it is finally put. He needs to know the defects likely to be found in it and how serious they are to overcome, and further, he needs to know whether the grain is in condition to carry and store for the necessary time without deterioration. With all these things to determine for each lot of grain, with many lots to judge in this way, with the necessity of working rapidly, almost by intuition, it is apparent that the inspection of grain is no sinecure.

As the relation of the Department of Agriculture to grain inspection has been purely in the nature of a scientific investigation, with a view to discovering and promulgating the best methods of doing this important work, I shall devote my time here to outlining the plan and scope of these investigations.

When this work was first taken up by the Department in July, 1901, attention was chiefly confined to learning the causes of the deterioration of grain, chiefly corn, in storage and in transit and how this deterioration could be checked or prevented. This led naturally to the study of the quality and condition of commercial grain, especially of the lower grades, and as the result of such studies seemed likely to be of direct concern to grain inspectors, and indirectly to the entire grain trade, special emphasis has recently been put on grain inspection problems as such.

The work has taken this direction not only on account of the relative importance of the subject, but also because efficient remedies looking to the prevention of the enormous losses now suffered on account of the spoiling of grain in transit and storage must be had through the agency of the grain inspection departments. Grain inspection must become a more important feature of our grain trade if the system of contract selling so generally used in this country is to continue to flourish. Further than this, the development of our export trade in raw cereals depends more upon the efficiency of our grain inspection system than upon any other one item. We grow the grain in this country that Europe and Asia need, but unless we have a system of commerce which will deliver that grain to our foreign customer in usable condition we cannot hope to compete successfully with other large producing countries.

In order to comprehend to the fullest extent the real problems of grain inspection it was found desirable to follow the course of commercial grain from the primary elevator to the manufacturer or consumer. This is a large subject and a large country and the time we have had for the work has been limited, so that the preliminary study has been hasty and superficial. As yet we have learned little more than what the problems are and how and where best to study them. To carry this work to a successful conclusion we need the time and the means to study all the important kinds of grain commercially known in this country, the uses to which these grains are best adapted, the needs of the consumer or manufacturer of each sort, the nature of the essential qualities and the material defects in each, and how these can best be measured. Only such a comprehensive investigation can give us a thorough working knowledge of the subject.

By far the largest and most important part of this information we must get from the manufacturer. He is the one who best appreciates relative values. It is the manufacturer who makes the standard of excellence and it is his needs that must be supplied. Therefore, the discriminations that he makes are the real and important ones. In order, then, to get efficient working standards for grain inspection, to learn to know and to measure essential qualities and defects in commercial grain, we must go to the manufacturer and get our information first hand. If there is one general, sweeping criticism that can be

made of our grain inspection systems at the present time, it is that they have not seriously enough considered the point of view of the manufacturer. It is certainly encouraging to note that recent tendencies seem to be in this direction.

It is not alone sufficient that a grain inspector know thoroughly the grain he handles, but for most satisfactory results he should know how he knows it and should be able to tell what he knows so that others may understand him. This is absolutely essential to the attainment of uniform grain grading throughout the country. To take a case in point, we have the rule for No. 2 Yellow Corn. That rule frequently reads like this: "No. 2 Yellow Corn shall be 95 per cent yellow corn, dry, sweet and reasonably clean." Any grain inspector can readily tell you whether or not, in his opinion, a sample of corn should grade No. 2, but it is difficult for him to tell you in definite terms why it grades as it does. In fact, definite terms in the rules for grades and in grading parlance are now conspicuous by their absence. The reason for this is not far to seek. While grain inspectors know fairly well what reasonable grade limits are, they have not had adequate means for measuring these limits.

To most of you the work of Mr. Stevens, late flax inspector of the Chicago Board of Trade, is well known. Mr.

is that they may be used primarily as a means of continually educating the judgment of the inspector and, further, to settle important disputed cases, and still further as a basis for promulgating definite grade rules, which appear now to be the absolute necessity of uniform grain grading.

When the work of grain inspection began to receive the serious attention of the Department of Agriculture, the suggestions of Mr. Stevens' work were followed up and applied, first to the grading of corn. It was found that there are two distinct things to be considered in grading commercial grain—two classes of elements, if you wish. First, those elements which indicate the quality of the grain, that is, its relative value for manufacturing purposes, and, second, those which indicate its condition, or the extent and nature of its defects. Not all of those are capable of simple, accurate measurement, but, so far as we have progressed, we find that there are enough of them that may be measured to furnish the basis of a vastly more satisfactory working system than any now in use.

The percentage of colors in mixed corn is a definite indication of quality for certain purposes of manufacture. This can be found after counting out a definite number of grains from a fair average sample. We have, as yet, no good measure of the nature of the color, that is, no good way of stating its relative clearness or dullness, nor have we a simple and definite way of measuring the proportion of such important points as the starch, protein, and oil which corn contains, although these can be very closely estimated by a brief examination of several typical kernels.

Of the elements which denote condition we have three, which are important and which can be definitely measured. First and most important of these is the moisture. This is the factor upon which the keeping quality of the grain depends. The range of safety in the moisture content of corn is relatively small. A difference of two or three per cent may determine whether or not corn will keep for any particular length of time. Under normal temperature conditions an expert grain inspector can tell by feeling of corn something about its keeping quality, but experience of recent years has been sufficient to show that this method is not altogether satisfactory.

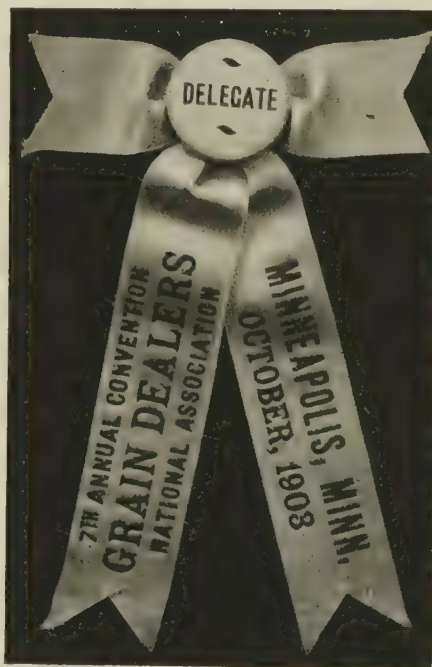
Theoretically, it is a simple matter to determine the amount of moisture in corn. One needs only to weigh a portion of a sample of the grain, thoroughly dry it, and weigh it again, and from the weight lost compute the percentage of moisture contained in the original sample. To do this practically one needs a certain amount of apparatus, and in the course of our investigations we have assembled the material necessary for this purpose. Some of you are doubtless familiar with this drying apparatus from the account of it which has been published by the Department and also by the leading trade papers. It is sufficient, probably, to say that with this apparatus any careful man can make corn moisture determinations. A grain inspector having this at hand has a means of continually educating his judgment and of securing the best results in his work. He has a means of deciding all doubtful or disputed cases, so far as moisture is concerned, and a means of stating definitely in his rules, if he so wishes, the percentage limits of moisture permissible in the standard grades. In other words, he can replace the indefinite term "reasonably dry" with a definite term about which there can be no misunderstanding.

The next important element in the condition of corn is the amount of damaged material present, in other words, the soundness of the sample. The test of this is quite as simple as the one of color. One needs only to count out a number of kernels or weigh out a certain amount of grain and separate by hand or otherwise the damaged kernels present to have a percentage statement of the soundness of the sample considered.

The third element of condition is the amount of dirt and foreign material in grain. This can be determined by a simple mechanical separation on a weighed quantity of the sample. For this test one may use a set of small sieves, or one sieve followed by hand picking.

We have, then, the possibility of measuring four important factors affecting the value of any sample of corn—the percentages of color, moisture, damaged grains, and dirt. With these four meas-

The Official Delegate's Badge.



Stevens appreciating the difficulties of his problem, set to work with a scientific spirit to grade flax accurately. He took samples of flax in connection with his regular work and examined them critically. He found that the condition of flax depends upon the amount of damaged seed and dirt present. After making numerous careful analyses of these samples to determine the percentage amount of the defects in the well known commercial grades, he drew up a working rule for his department. With this definite rule as a basis he could quickly educate his inspectors to decide the grade of all samples except the extremely doubtful ones, which they were able to submit to test and settle beyond dispute. So striking were the results of Mr. Stevens' work that his methods were at once adopted by the inspection department here in Minnesota, and they are still in use.

At this point let me emphasize an important feature of the application of accurate methods of grain grading, because it is a feature easily overlooked. Accurate testing of samples requires time, and present trade methods, for the most part, require extremely rapid inspection. This being the case, it cannot be expected that the methods outlined here can be applied to each parcel of grain inspected. The most that can be claimed for them

urable elements we have a basis for education, a basis for definite rules, and a basis for grade uniformity which is unobtainable by any other means.

What is true of the grading of corn is equally true of wheat. While it probably requires a more intimate knowledge of the subject, on account of the greater number of kinds of wheat commercially recognized in this country and the larger number of defects found in this grain, still there are four or five measureable factors in every sample of wheat.

In testing wheat grades, one can measure as elements of quality, first, the percentage of sound, plump grain in a sample. This is determined by separating from a weighed sample all defects of whatever nature, including shrunken grains and dirt, and computing the percentage remaining.

The relative value of this sound grain for milling purposes, or at least the relative flour yielding capacity of the grain, can be measured with a great degree of accuracy by getting the average weight per hundred kernels of this sound grain. This is the second element of quality. It is a simple geometrical proposition that the larger the kernel of wheat the larger the percentage of flour it will yield; and results of very careful work done by Minneapolis millers show this to be true practically. This test is one not at present generally known or made, but it appears worthy of the serious attention of the grain trade.

The third test of quality in wheat, and one now in general use, is that of weight per bushel. In so far as this test shows anything, it shows the relative plumpness of the kernel, but the prevailing method of making it does not yield reliable results, and too great importance should not be attached to this test alone, but considered in connection with the test for size of kernel, the weight per bushel is of distinct value and should not be left out.

The fourth element of quality in wheat is the percentage of different colors in mixtures. As in the case of this test in corn, it requires only a count of the grains of an average sample.

The elements which denote the condition of a sample of wheat, as in the case of corn, come in three groups, moisture, dirt, and damaged grains.

Excessive moisture is not so common a defect of wheat as it is of corn and the determination of it is not often needed. It may, however, be made when desired. The method is similar in both cases.

The dirt and foreign material in wheat, the element known as dockage, is at present a recognized factor in the grades of some markets. This usually includes all material contained in the sample that will pass through a sieve of a standard size. The amount of this material is easily measured and may be reported in percentage or in pounds per bushel.

The matter of damaged grains is not so simple in wheat as in corn. Wheat is subject to several kinds of damage, some of which are more serious than others, so that a classification of defects is necessary. There are shrunken grains, bleached, blighted, and frosted grains, and smutty, bin-burnt, and frozen grains. To group all these defects into one class would be unjust because each presents a different degree of difficulty to the miller. On the other hand, to leave them unmentioned in rules or standards for grades is to leave open a never-ending source of trouble to the trade.

Each defect or group of defects must be considered in the rules, and the maximum permissible percentage of each must be mentioned, or the whole question of grade standards must continue an unsettled one.

To summarize the tests for wheat grades, we have as quality elements: 1, the per cent of sound grain; 2, the weight per one hundred kernels of the sound grain; 3, the weight per bushel; 4, the per cent of colors and kinds of grain in cases of mixture. For the condition elements we have 1, the moisture, 2, the dirt, and 3, the per cent and nature of the damaged grains. In all there are seven measureable elements in a sample of wheat.

What we are finding to be true for wheat and corn is, for the most part, equally true, in different ways and to different extents, with other commercial cereal grains, that is, there are essential qualities about each of these which can be measured and stated. The occasional measurement of these qualities acts as an education to the inspector and as a basis for uniform grades.

Just a word as to what is meant by

uniform grades of grain. The idea of a uniform grade does not mean that there shall be one grade of No. 1 wheat, for instance, for the whole United States. We must recognize in the beginning that there are at least seven or eight distinct classes of commercial wheat known here, such as the Northern Red Spring wheat, the Soft Red Winter wheat, the Hard Red Winter wheat, the White Winter wheat, the White Club wheat of the Pacific coast, and others. Each of these classes of wheat is best fitted for a certain kind of milling process or a certain kind of milled product. They are, in other words, almost as distinct from each other as they are distinct from other cereals. When we speak of uniform grades we mean that the grades of each of these classes of wheat should be uniform; in other words, that Number Two Hard Winter Wheat should be essentially the same grade of wheat in one market as it is in another for any crop year, or that it should be the same at one time during the crop year as it is at another. This is nothing particularly new. It is what is aimed at under the present systems, but which is not, I gather, sufficiently well attained.

To summarize this matter, we may say that the results of our investigations lead us to believe that it is possible for grain inspection departments to use, for occasional tests, methods of work which will educate the inspectors to a higher degree of efficiency than they can attain with the present means; that the use by inspection departments of the adequate apparatus will enable bodies controlling these departments to formulate definite rules for grades of grain which will give a basis for uniformity and accuracy and largely do away with the misunderstandings that now occur. It is further evident that more accurate methods of work will do much toward preventing losses on grain in transit and storage because inspectors will have means of knowing exactly the condition of the grain which they grade.

These are the obvious possibilities of accurate methods of grain grading. It remains with you, who are the most vitally interested, to say whether or not such methods as these shall be adopted by your inspection departments. The conditions of both the domestic and foreign trade demand some improvement if the custom of selling grain on certificates is to prosper. How the desired changes shall come and what they shall be, you can best decide.

W. M. Hays: I am interested in the subject which Mr. Scofield has discussed in his paper in a new way. He has talked to the inspectors, that they may better work at their schools (each state inspector is practically a school for his deputy inspectors). Mr. Scofield's outline gives the basis for perfecting that work, and this gives the basis for perfecting work in the agricultural colleges. These colleges have a large number of students who return home to work on the farm and become producers of this grain. If we can educate the farmers on the one hand and the millers and grain dealers on the other; on the part of the farmers to produce better grades and on the part of the dealers to appreciate the quality of the grain, this work will have an influence on the agricultural business of this country.

The President: Mr. E. P. Bacon, chairman of the Executive Committee of the Interstate Commerce Association, will address you. Mr. Bacon will please step forward. Gentlemen, I have the pleasure of introducing to you Mr. E. P. Bacon, of Milwaukee, who will address you.

Interstate Commerce Law Amendments.

Mr. Bacon: Gentlemen of the Convention. Your president has kindly asked me to address you. I have the honor to hold the office just mentioned as chairman of the committee that has been prompting legislation in this direction for the past three years. I shall take but a few minutes and shall confine myself simply to outlining what legislation has been accomplished and what further legislation is desired in this direction.

The Elkins bill, which passed in the last session of congress, relates wholly to the prevention of discrimination between individual shippers. There are two or three other classes of discrimination which require the attention of congress quite as much as the one which has been, as we hope, remedied. In the first place there is discrimination between different localities and different sections that are competing with one another for business. By favorable rates being granted to certain localities and certain sections, and diverting more or less business from certain localities entitled to it. There is also discrimination between different descriptions of traffic, as for example in the case of the hay shippers of the country. Hay, together with some other articles, three years ago was raised from the class in which it had been for a great many years, to a higher class. There was a general change in classification on the first of January, 1900, by means of which over 800 different classes of articles were raised from a lower class to a higher, and having higher rates applied to them than had previously been applied. Hay was one of these commodities, which had always been in the sixth class, but in change of classification it had been raised to the fifth class, subjecting it to an increase of 35 per cent in rates, a traffic which has, I believe, for many years been running up to 7,000,000 tons per annum. This case was carried before the Interstate Commerce Commission by the National Hay Association and a decision rendered in its favor and the railroads of the country were ordered to restore hay to the sixth class, which order has been utterly ignored up to the present time.

There are other discriminations which I will refer to briefly, and in the first place I will mention the disproportionate, the unduly disproportionate, charge for less than carload lots as compared to carload lots. In fact in most cases the charge in less than carload lots is over 80 to 100 per cent more than in full carload lots. This is something that it should be in the power of the Interstate Commerce Commission to overcome. The Elkins law, as originally drafted, provided for the prevention of this class of discrimination, but, owing to railroad influences in congress, the first section of the Elkins bill was eliminated, and it is the desire of the Executive Committee, of which I am chairman, to secure the enactment of that first section, by means of which these various irregularities and discriminations between different kinds of traffic and different localities may be overcome. As you are probably aware, the Supreme Court has decided that the present law confers no such power on the commission, although the commission exercised that power for ten years and in numerous cases required changes in rates to be made, which were complied with by the carriers of the country, but the Supreme Court denied that that power existed on the part of the commission. It is the desire of this committee to secure legislation that will confer that power on the Interstate Commerce Commission.

Your governor in his spirited speech, yesterday, made use of a term which it seems to me is particularly applicable to the situation. He called it the equality of opportunity to all. This is just what is incorporated in the proposed amendment to the Interstate Commerce Act; equality of opportunity to every individual, rich or poor, equality of opportunity to every locality, small or great, equality of opportunity to every interest, no matter what it may be and this is the first thing that we seek to accomplish in the next Congress of the United States. We want equality of opportunity to every man in business, whether he is powerful or whether his business is small or great, and we want the prevention of discrimination against localities.

These are the things which it is sought to accomplish, gentlemen, and I wish to say, that this can only be accomplished by united effort on the part of the commercial organizations of the country, which I am glad to say, is gradually organizing itself and making itself felt. We organized this committee in St. Louis with representatives present from forty-eight organizations in different parts of the country engaged in different businesses and since that time about one hundred and twenty organizations have been added, and influence has been brought to bear on Congress from each locality in a very effective manner. We wish now to secure the co-operation of

every commercial organization in the country. One thing to do is to secure the influence of the voters from the different parts of the country, to have them impress upon their representatives in Congress the fact that this legislation is imperatively demanded. There is no use in a committee going to Congress single-handed and trying to secure desired legislation. The influence that is felt comes from the people. Each member of Congress must hear from his constituents direct on the matter before he will be influenced by any committee which goes to Washington. It is necessary that every voter in the country should make his influence felt and his voice heard with the representative of his district in Congress. So that when we go to Congress again, as we intend to do immediately after its meeting, that there will be a previous influence exerted upon the members of Congress there assembled, which they cannot resist and which will be a backing and foundation to the efforts which will be put forth by the committee.

A thing I wish to mention is a remark made to me by the Chairman of the Senate Committee in Washington last winter, when asking to repeal the bill. He said, "We cannot do a thing towards amending this law until you people can bring the Western and Northwestern roads to consent to it." I asked him if his committee or if Congress was subject to the dictation of the Western and Northwestern roads, to which of course he could make no reply. He nevertheless asked me what the attitude of these railroads was in the matter and I told him frankly that it was against it. The railroads want no opposition. They want no authority to step in and correct the abuses which they, in the promotion of their own individual interests, deem it necessary to inflict on the people. I speak of this to show that it is only by individual effort that this thing can be overcome. And we mean to find out at the next session of Congress whether Congress is controlled by the railroads of the country or whether it is controlled by the people. (Applause.)

The President: I desire to appoint Charles R. Lull, of Milwaukee, to the Committee on Constitution and By-Laws. President Foering, of Chief Grain Inspectors Association, requests me to announce that a meeting will be held in their rooms at 12 o'clock. I now desire to introduce to you our newly elected vice president, Mr. L. Cortelyou, of Kansas.

Mr. Cortelyou: I do not wish to worry you with a speech. I wish to thank you, not only in my own behalf, personally, but as representing one of the greatest grain-producing states in the union, not only of Kansas but of the great grain-producing section of the United States, the great West, that section which produces the surplus which we country dealers gather in from the farmers and start in the movement to supply the world. I sincerely appreciate the honor and will pledge the Grain Dealers National Association my very best efforts to promote the interest of all classes of the great grain trade of the United States, and do my very best to serve you well. Gentlemen, I thank you. (Applause.)

First Vice President Snyder took the chair, and said: "The next thing on the program is the report of the Trade Rules Committee. They have a great deal of work before them and will not be able to report until tomorrow morning."

Vice President Snyder: We will now hear from Mr. Hunter, of Iowa.

Mr. Hunter: I did not come here to make a speech neither did I come to advertise seed corn, but the day I left, it occurred to me that I ought to bring a sample of seed corn raised in our section. So I sent word to a gentleman who raises corn, to bring me an ear or two that I could show here. I am not advertising real estate, but I can give you a few ideas to show what a farmer

may do when he has a mind to. Fourteen years ago a neighbor of mine took an ear of white corn and planted the kernels therefrom. No other man has planted this corn until this year. This year he gave it to a number of farmers with the understanding that it would be given to him. It is not intended that this corn shall go into any seed house. I am not going to say very much in regard to this. This year there are 280 acres of this corn planted in our vicinity. You can all see the size of these ears and that there is about an inch difference in the size of the two ears. (Mr. Hunter held up to view two ears of white corn of unusual length, thickness and regularity of kernels.) This corn when shelled will weigh sixty-two pounds to the measured bushel.

Now this is all brought about by the common white corn that was in that vicinity twelve or fourteen years ago.



If any of you want any information in regard to this you must address C. R. Taylor, Hamburg, Ia., and the only corn of this kind is on the 280 acres in Fremont county, Iowa. Gentlemen, this is all I have to say.

J. W. Sale: When was this corn planted?

Mr. Hunter: On the 9th day of June, this year.

What is the name of the corn?
Taylor's Improved.

The Chairman: Gentlemen of the convention, I now have the pleasure of introducing to you Mr. M. A. Carleton, of the Department of Agriculture, Washington, D. C.

The Improvement of Grain.

Mr. Carleton: I am sorry that I haven't the slides ready to give illustrations, but I have some things to say giving a brief summary of the work of the Agricultural Department which may be of interest to you and which I can say without the use of the slides.

There are about eleven stations in the United States where we are conducting field experiments. One of these is in Maryland, and acts as the headquarters for the United States, and another one in Tennessee representing the Southern States. There are two in Texas, two in Kansas, two in South Dakota, and one in North Dakota, and one in Washington. This work is done without regard to states. One or two general statements will give you some idea of the work that these stations are doing. A great part of the work has been to fill up gaps where no grain is now grown or the introduction of varieties that will be better than the varieties now grown. I will mention briefly the improvement that may be made in the extension of the winter-wheat area. This is the subject that would naturally come to the mind of anyone interested in grain and is the problem we have started out to do as much as we can with. You all are no doubt familiar with the history of the introduction of the hard winter wheat into Kansas and Nebraska, in fact, that was introduced into Kansas, there was very little grown in Nebraska for some time. There was a great deal of opposition to its introduction, but we have found that it can be readily grown there, and the movement now on foot is to carry it on farther north by introducing strains that are harder than this grain. The wheat called Turkey, in Kansas, is original Crimean. It came from about the center of Crimea. That wheat in Russia has been grown farther north, grown in a region which is considerably colder than northern Iowa and makes excellent quality of hard wheat. As the result of experiments of millers who introduced 15,000 bushels of this wheat from Crimea two or three years ago, it has been shown that it did better than other grains. I would not myself advocate that grain in one section will deteriorate, and that it is necessary to introduce grain from other regions. In this case this is not exactly what was done. It was the introduction of grain from a region in which it had been acclimated to proper conditions. By introducing grain from farther north we are able to extend the area still farther north in this country.

Now, as to the introduction of winter wheat in Iowa. It is a great corn state and a great oats state. Why should it not be a great wheat state? Investigation shows that about one-tenth of Iowa wheat acreage is sown to winter wheat. The rest is spring wheat. When I consider the output of wheat and consider the soil and conditions in Iowa I wonder, naturally, why it should not produce more wheat. The output in 1902 was about 15,000,000 bushels. The acreage being about 1,200,000 would leave about 1,080,000 devoted to spring wheat. I am almost certain that all of Iowa could be sown to hard winter wheat, and the work is being done that will demonstrate it. We know what this increase in yield would mean.

There have been some misleading statements made recently regarding Macaroni wheat, and a few brief statements may be of value relating thereto. It was introduced first, to any extent, in 1901, in a thorough and practical way. In 1901 the crop was about 75,000 to 100,000 bushels, in 1902 about 2,000,000. This year various estimates have been made and I can say about 8,000,000 bushels will be raised this year. It may run to 10,000,000, and there will probably be an increase next year. In Buffalo, Duluth and New York it is selling as well as any other wheat, and is bringing 8 cents under No. 2 Northern. In Galveston, Kansas Turkey sold at 77 cts.; in New York, Macaroni sold at 77½ cts., or ½ more than Kansas Turkey on the seaboard.

I want it understood that the Department is conducting this work in the interest of the grain dealers and farmers and we have no object in making misleading statements.

Mr. Carleton's assistant had by this time appeared with the slides and a number of interesting views of different kinds of grain were thrown on the canvas, showing the different parts of the world in which the different varieties were

grown and giving views of fields of the growing grain. Each presentation of a view was accompanied by an explanation from Mr. Carleton, and was a very entertaining and instructive feature of the program.

At the conclusion of his talk, Mr. Carleton was heartily applauded.

The Chairman: Gentlemen of the convention, while this morning's meeting is not over by any means, yet I want to call your attention particularly to the meeting tomorrow. Tomorrow's meeting is most important to the organization. There will be reports from the different committees; the committee on trade rules, one of the most important to the convention, and the committee on resolutions. There will be some resolutions here of vital interest to the convention and the trade in general, which we hope and expect we will have free and unlimited discussion upon. I am merely calling your attention to this to show you the importance of all being here tomorrow at the beginning of the meeting so that we can get to business. The program, so far as today's meeting is concerned, is exhausted.

J. A. King: It is desired to have a meeting of the committee on resolutions at West Hotel, as soon after the adjournment of this meeting as may be.

Chairman: Mr. Reynolds desires to make a few remarks.

Mr. Reynolds: I will need only a few moments. Mr. McCotter, Secretary of the Grain Dealers National Mutual Fire Insurance Company, was expected to talk to you, but unfortunately he is detained at the hotel on account of the sickness of his wife.

The matter of insurance is one that enters very vitally into all business, particularly the country elevators, and for that reason there was organized on the 24th of last December, at Indianapolis, the Grain Dealers National Mutual Fire Insurance Company. It is in no manner whatever connected with the National Grain Dealers Association, but it is simply an outgrowth of the effort of that organization to better the interests and conditions of the grain dealers at large. We organized, believing that we had a wide field, and that we could benefit the trade at large by cheaper insurance, better insurance, but more particularly in a general campaign to better fire risks on country elevators. We think we are succeeding, and I will read you the last financial report. Remember, please, it is only a little bit over nine months since we organized.

FINANCIAL STATEMENT. September 30, 1903.

ASSETS—	
Cash on hand and in bank...	\$ 5,879.76
Collateral loans	3,500.00
First mortgage loans	5,500.00
Certificates of deposit	6,000.00
Premiums in process of collection	358.35
Assessments uncollected	19,745.14
	\$ 40,983.25
Premium notes (face \$282,455.29) net	241,689.69
Total assets	\$ 282,672.94
NON-LEDGER ASSETS—	
Charter and organization....	6,000.00
Office furniture and fixtures ..	959.49
	\$ 6,959.49
LIABILITIES—	
Total premiums received on policies in force	\$ 37,827.14
Unearned premiums (50%) cash policies in force.....	608.77
	\$ 38,435.91
Surplus	\$ 2,547.34

RECEIPTS THIS YEAR—

Cash on hand and in bank, Jan. 1, 1903	\$ 15,239.71
Deposited on new business...	20,728.36
Deposited on old business...	320.00
Deposited on assessments...	3,384.97
Reserve fund	714.88
Interest and discount	10.00
	\$ 40,397.92

DISBURSEMENTS

THIS YEAR—	
Losses	\$ 3,419.88
Ret. premiums, old business...	1,454.19
Ret. premiums, new business...	1,532.77
Office furniture and fixtures...	959.49
Office salary	3,971.00
Inspectors salary.....	\$2,310.36
Inspectors exp.	2,494.14
	4,804.50
Commission	1,024.91
Traveling expenses	78.75
Exchange	31.60
Over payment draft	24.60
General expense	2,216.47
Collateral loans	3,500.00
First mortgage loans	5,500.00
Certificates of deposit.....	6,000.00
Cash on hand and in bank, Sept 30, 1903	5,879.76
	\$ 40,397.92
Amount at risk, mutual.....	\$1,919,074.00
Amount at risk, cash	60,550.00
	\$1,979,624.00

We feel that this record will stand unchallenged by any fire insurance company ever organized in this country. We congratulate ourselves upon being the instruments for bringing about this result. We were all being, in a measure, robbed by insurance on country elevators. I will state, briefly, our plan. We take \$5,000 risk on any elevator or its contents. We have that elevator closely surveyed, and try to make the maximum rate as low as is consistent with present underwriters' rules. We are carrying these risks at about 50 per cent of what they have been costing in other companies, but we are at the same time, executing a vigorous campaign to improve the condition of country elevators, and we are just inaugurating now, and expect to begin on the first of January next, a system of owners' personal inspection of their own risks, and expect to have them report to us, through their foreman, these risks, once every month, and in that way we hope to correct the errors in construction and management of elevators. There has been a great loss rate on country elevators, and most of it has been caused on account of ignorance in the management of these risks.

	No. of Policies.	No. of Risks.	No. of Lines.	Am't at Risk.
States, Illinois	342	288	83	\$773,816
Indiana	238	206	43	680,008
Ohio	146	124	29	364,000
Kansas	36	29	2	77,700
O. T.	18	14	1	33,000
Minn.	3	3	..	6,500
Mich.	3	3	3	15,000
Iowa	3	2	..	7,000
Neb.	3	2	..	5,100
Mo.	2	2	1	9,000
S. D.	1	1	..	1,000
New York	1	1	..	2,500
Colo.	1	1	1	5,000
	797	676	163	\$1,979,624
Average line, \$2,928.00.				

This is not an advertising talk, at all, gentlemen. Those of us who are managing this company do not draw one cent of salary; only two officers are salaried, and those give their entire time to the business. But we do want to benefit the country elevator owner throughout the United States. We have now the risks pretty largely distributed.

Any of you gentlemen who should apply to us for insurance and be turned down, remember it is not because we do not want you, but if your risk is not good, we have to play fair with the rest of the policy-holders. We will

not take you, but we will point out to you where you are wrong and will be glad to point out to you any errors in construction or management of your premises, so that you can correct them, and we will then take you. We will not take any terminal elevator in any large city for any amount. We will not take any elevators for more than \$5,000, on any single risk. We believe that within the next ten years, we will be able, even if we do not carry the insurance in our own company, to get you the insurance for less than half you are paying today. How far we are succeeding is attested by the fact that we have had in the nine months, but two losses. We are careful, and while there are a great many good risks which we will take, we are going to work to make those good, which are not so now, and I solicit in behalf of this company and for the benefit of the trade at large, patronage from the country elevator owner. (Great applause.)

The Chairman: A committee from Milwaukee has invited us to meet there, and I think we will be glad to hear what the committee has to say, and, following them, committees in the following order: From Buffalo, Detroit, New Orleans. (Committees not present.)

Chairman: The Committee on Constitution and By-Laws is as follows: D. Hunter, chairman; Walter Kirwan, of Baltimore; J. C. Robb, of Kingfisher, O. T.; Charles R. Lull, of Milwaukee. The gentlemen will please take note.

The Chairman: We have with us Mr. James C. Gorman, president of the Chamber of Commerce, of Baltimore, Md., and I am desirous of having him make a few remarks to you. I do not know how willing he will be to accept my invitation, but I will ask Mr. Gorman to come to the stage and give the convention a little talk. (Applause.)

Mr. Gorman: I must certainly ask you to excuse me from appearing on the platform or making any extended remarks. Although a member of your National body, I am not interested in the grain trade to the extent of being actively engaged in it, my business being that of transportation; so that I think there is very little doubt if I should attempt to say anything to you, that you would not be very much interested. There are others here who can talk to you upon the subject in which you are particularly interested, in which I am sure you will take a greater interest than in anything I might say. (Applause.)

Chairman: Gentlemen of the Convention, if there are any matters you desire to bring before this body this morning, in order not to take up time tomorrow, we will be very glad indeed to have them brought up now.

Mr. McCaull: Gentlemen. I wish to say that the trolley ride will occur at 2 o'clock sharp. All the representatives of the grain trade, whether you are authorized delegates or not, if you have access to this convention, we would be happy to have you accompany us.

Mr. DeWolf: Mr. President. I move that all resolutions be referred to the committee on resolutions without time discussion.

Motion carried.

Adjourned to meet at 9:30 a. m., Thursday, Oct. 8, 1903.

THURSDAY MORNING'S SESSION.

Meeting called to order at 9:45 by the Chairman.
The Secretary read the following report of the Legislative Committee:

Report of Legislation Committee.

Whereas, The Grain Dealers' National Assn., recognizing the great benefit to the commercial interests of the country secured by the enactment by the last Congress of the Elkins Bill, in the prevention of the granting of preferential rates to favored shippers in the transportation of property, either by the payment of rebates or otherwise, and

Whereas, It is the sense of this Association that it is essential that further legislation should be enacted for the prevention of discrimination between competing localities and sections, and between different descriptions of traffic, and also for relief from the continuance of rates unreasonable in themselves; therefore,

Resolved, That this Association, in convention assembled at the city of Minneapolis, Minn., on the 8th day of October, 1908, hereby respectfully memorializes the 58th Congress to enact legislation conferring upon the Interstate Commerce Commission authority to determine, upon full hearing under the provisions of the "Act to Regulate Commerce", what change shall be made in a rate or practice found to be discriminative or unreasonable, such determination to be immediately operative and so to continue until overruled by the courts.

Resolved, That certified copies of the foregoing preamble and resolution be forwarded to the President of the Senate and to the Speaker of the House of Representatives, and that a copy also be sent to every member of the two houses of Congress; further

Resolved, That the Secretary of this Association be requested to issue a circular letter to be addressed to each of the members requesting them to interview the members of Congress from their respective districts, and the Senators from their several States, or write personal letters to them, prior to their departure for Washington, urging them to give their active support to the legislation above outlined, in order that greater effectiveness be given to the Interstate Commerce Law.

The Chairman: Gentlemen, you have heard the report of the committee on legislation. What shall be done with it?

W. O. Brackett: I have instructions from the Grain Dealers' Assn. of Texas as to matters that we want to refer; a memorandum of changes desired to have made in the Constitution and By-Laws of the National Assn. It was my understanding that the committee on legislation would take cognizance of this matter, so before final action is taken in this matter I would like to have the matters I refer to brought up.

The Chairman: That can be embodied in another report later on; if you will see the committee on legislation. I have not as yet received a motion as to the adoption of the report. I heard a motion, but the gentleman did not address the chair.

F. P. Lint: Mr. Chairman, I move the adoption of the report.

Motion seconded and carried.

The Chairman: Gentlemen, the subject assigned Mr. Warren McCray, ex-President of the Grain Dealers National Assn., Kentland, Ind., is a report on the Public Supervision of Weights. Mr. McCray is one of the old-time members of the Grain Dealers National Assn. and he is a man who has done yeoman work for the Assn. I am satisfied that the subject he has under discussion this morning will be handled in a manner suitable to the occasion. I assure you, you will derive benefit from it and I think you will give it close attention. I now introduce to you Mr. Warren T. McCray. (Applause.)

Public Supervision of Weights.

One of the most important branches of the traffic in grain, from the time the local dealer receives it from first hands and starts it on its journey through the various channels of commerce, until it reaches the garners of the large terminal elevators, is found in the successive weighing departments through which it passes.

Grain being strictly a cash commodity the operation of weighing is like measuring out so much money and should be

done as carefully and accurately as a bank cashier or teller receives and pays out cash in the routine of his daily business.

Weighing is at all times and under all conditions a distinct and specific operation and should always be checked by both buyer and seller or their authorized representatives. At all terminal markets where grain is sold on destination weights which are to be considered final, the weighing should be done by men whose sole object is to secure correct weights, and who hold their position on account of their ability and worth. They should be conscientious, honorable, trustworthy, fearless and endowed with more than ordinary intelligence, and should have more than the average of tenacity and stability so they will stand firmly for that which they know to be right. It is especially important and essential to the honest administration of the affairs of the weighing departments that these men are not restrained or hampered with obligations either political or otherwise.

No man should hold any office whose duties for any cause he is unable to perform, and no man should occupy a position of trust who is lacking in the ability or integrity which a proper administration of the office demands.

The same rule should be applied to the management of public business, and the same careful judgment should be exercised in the selection of help as a safe and conservative business man would use in the conduct of his private affairs.

It is a fact not generally known that there are weighing departments in some markets, which many of you are using, that are maintained solely for the fees demanded and obtained, and to furnish opportunities for the bestowal of favors in recognition of partisan activity. Departments operated in this way are a disgrace and a reproach to the politics of the states which permit the possibility of such conditions to exist. It is a deplorable fact that this method of conducting the affairs of the department has sometimes been used by unscrupulous elevator interests, who are willing to take advantage of these facts to cover up their questionable dealings. There are some concerns who are so anxious to pay dividends that, apparently, they have lost all sense of right or wrong, and to this class these conditions make it easy for them to prey upon the country shipper, who, under the law of the trade making destination weights final, can have no redress and is compelled to endure in silence.

I have it on good authority that there is an inspection department in one of our markets that refused to inspect at elevators where the services of the weighing department were not wanted, and even went so far as to demand that the weighing fees should be paid in addition to the inspection fees, regardless of whether the weighing service was rendered or not.

All who are acquainted with the grain business and have made a study of the conditions affecting it, can attest to the uniformity with which political state boards have hampered and blighted the business and will agree that before we can get down to a safe and practical basis it will be necessary to entirely eliminate such uncertain and incompetent interference with commerce.

I am inclined to think that there is a general sentiment and a firm conviction in the minds of the grain dealers of our country of the correctness of the principle that the merit system alone should govern both the inspection and weighing departments of our large markets. Until the time arrives when this principle, applied by business men interested on all sides of the question, supplants the present method of rewarding party-workers, no business is safe in state control.

A tally-man or weigher who obtained his appointment through political pull or influence and does not owe his position to his superior officer, all other things being equal, does not make as good a tally-man or weigher as one who secures his place from a business standpoint and holds it on account of his intrinsic value. The best interests of the trade therefore demand that the purpose in view should be to secure the most efficient men for these important duties. Reputable associations, such as the legalized boards of trade and commercial and merchants' exchanges of our terminal markets, can safely be entrusted with this work and would carefully see to it that justice was done on the questions of inspection,

weights and measures, for upon this as much as anything else, depends their success and prosperity.

There is a system in vogue in many of the leading markets of taking a certain number of pounds from each car, and justifying the act by calling it dockage. This runs from forty pounds per car in some markets to as high as five hundred in others. This should be abolished. The shipper is entitled to the last pound in the car, and there is no good and valid reason why it should be withheld from him. To sanction or excuse this practice is to legalize theft and encourage larceny. There can be no doubt that the methods of weighing are being improved, and reforms in this as in other affairs will follow agitation. It has not been long since many terminal markets had no supervision of weights, the weighing being done by the employees of the elevator companies, who, in some cases, charged as high as one dollar per car. The temptations that followed this method of doing business were in many cases too great to withstand, and it is not difficult to determine who was the loser in the transaction or why the shipper lost confidence in terminal weights.

There have been some radical changes in the method of handling the details of the business in some of our more progressive markets since the first meeting of the Grain Dealers National Association was held. There have been marked improvements in the system of weighing and tallying the grain, of supervising and testing, the repairing of scales, the sweeping of cars, the guarding of yards and the sealing of cars, both before and after inspection and sampling.

With one accord we congratulate the promoters and executors of these reforms, and exclaim, "Let the good work go on!" and at the same time express our belief that if the weighing departments of all our great central markets are kept free from political influences and conducted entirely upon a strict business basis that the time will come when the countryman will regain his faith in the honesty of mankind, and the meaning of the term, "short weights," as used at present in the grain trade, will have to be explained to those who follow us.

The Chairman: Gentlemen, the paper which has been read by Mr. McCray deserves more recognition than a mere passing note by this convention, and I would be very much pleased to have some discussion upon it.

L. Cortelyou: Mr. Chairman, you certainly are right in naming this as one of the very important subjects, this question of weights, especially at terminal markets. In years gone by I think this was the greatest incentive toward the forming of state associations that there was. I know in the Kansas Association it was the main incentive to our organization, and the first work we took up was this very question of better weights in terminal markets. We organized what was known as Check Weight Bureau went into our terminal market and maintained that bureau for a number of years, until the people of that market themselves took the matter up and are now maintaining an excellent bureau for supervision of weights, and weights in that market to-day are, in the main, very satisfactory. It is not necessary for me to go into our experiences in that weight bureau. They were many and varied. Some of the faults of the weighing were not altogether carelessness, but in the main they were; and in those days it was surprising to know the very careless methods in vogue both in taking care of grain after it arrived in the market, the unloading of it and the weighing. The markets of the United States to-day, I believe, in the main, have a system of supervision of weights, but I think there is a good deal to be done yet, especially following up the idea of the gentleman from Indiana, in this question of taking the weighing entirely out of politics. It surely ought to be, as well as the inspection of grain, removed from any political influence. I cannot add anything to the paper along that line.

There is one point which I have brought up in our state association meetings and discussed, and that is the question of weighing in the country. Very often what appears to be a shortage in the grain at the terminal market comes from incorrect weighing in the country, and I have cautioned the members of the Kansas Assn. very often to see that their weights were something that they could rely upon, something they could guarantee, and something upon which they could base a claim for shortage in case it was necessary. There are too many country dealers careless in that respect. Many are not provided with proper scales in their elevators and rely upon wagon scale weights, and their wagon scales, through their carelessness, very

often are out of order and are incorrect. Very often the country dealer is robbing himself - unintentionally, and unintentionally giving heavy weights, and I have cautioned our country dealers along that line and shall continue to do so.

H. A. Foss: I would like to add there would be a decided improvement in country weights to have the state organizations have their own scale experts. I believe one of the things that would help matters quicker than anything the association could do would be to have a scale expert visit a place once a year. Of course it is almost impossible for one man to do that in a year. He could, however, visit them in a little more than a year, and it would give him an idea, and he could keep a record which would give him an idea of the condition of the different scales of his asso., and I think this is something which ought to be thought of.

S. C. Woolman: I am very glad to hear the remarks of Mr. Foss. I feel it my duty, as a representative of the East seaboard side and a dealer in grain for a great many years, to say that the fault is quite as frequently, and even more so, in the shipper than in the terminal elevators and the terminal weights. My experience is, in dealing with Chicago, under the excellent supervision of Mr. Foss, that the shortage for years will amount to such a trifling amount that it is really not at all important. We are willing to buy in Chicago, take Chicago weights and in 99 out of 100 cases there is no complaint. When we have to deal with country elevators and country weights, we receive a certificate, which, of course, is signed by somebody, but we have no means of telling what his authority is for signing, we cannot induce our customers, outside of their elevators, to accept those weights as final. There have been three instances in my experience where shipments from country points have fallen short over 10,000 pounds to the car, and in every case the discrepancy, I believe, has been rectified in the West by the shipper having ascertained his error in billing the car. In one case the shipper claimed his weights were very accurate; it was weighed at the terminal elevator, re-weighed on delivery and came out 12,000 pounds short of his billing. We returned him the certificate from the elevator, with all necessary certificates and statements of the weighing, and he answered that his weights were accurate, that there could be no doubt about them, and he would refuse to make any reclamation whatever. After a couple of weeks we received another letter from him, stating that, during his temporary absence, the car had been run up a side track and they had forgotten on its return to have the additional quantity of grain placed in it. That did not show dishonesty, but at the same time it shows that he was liable to make a serious mistake, and he had. At the terminal elevator the weights were taken, certified to by two weighmasters. If there could be such a system as Mr. Foss speaks of - if there could be any assurance given that the certificate issued by the weigher was correct, that the car was in good order when loaded (which I regret to say is frequently not the case), we would have no difficulty whatever in the weights at the seaboard. We could sell them to our customers with an almost absolute certainty that the weights as given in that certificate would prevail, and in most cases the cars would not be weighed nor unloaded, as it is often a serious undertaking for the receivers to weigh it.

Geo. A. Wells: As secretary of the Iowa Grain Dealers Assn., we have done a great deal of work making investigation in terminal markets, in their elevators and in railroad yards. The weighing systems of the terminal markets to-day are far from perfect. I think if I should go through my letter files I could pick out a complaint from a country shipper that would say that every commission firm that receives business from Iowa is a thief. I think I could find a complaint against every firm in the market that put it in just that light. I know that is not true. I know there are very few dishonest receivers, but the fact is these shortages occur and the country shipper is not well enough informed in regard to terminal matters to know where or what is the cause of this shortage. I have gone through the terminal elevators of the different markets to some extent and I believe they are constructed, as a rule, in a manner that will give positive facilities for getting accurate weights, and some of our markets have a supervision, that I believe is almost perfect. The trouble is not there, gentlemen. Not long ago I was at a terminal elevator in St. Louis. There were twelve cars to be unloaded. Every one of those twelve cars were leaking. That may be an exceptional case, but that is a fact, to my positive knowledge.

The records, I think, show, at Chicago, that nearly one-half of the cars received at terminal elevators show leakage.

Something over one-half of the leakages may be attributed to the grain door. One-half of those grain door leakages are caused by the top boards of the lumber being knocked off in order to give the inspector a chance to enter the car for inspection. Those boards are not replaced. They are thrown back in the car and the consequence is the car gets bumped, the grain rushes to the center of the car, gets spilled, causing a leakage of a trifling quantity, perhaps, or it may be a couple of hundred pounds, so trifling that in a single instance it would hardly be worth mentioning (and we sometimes hear commission men making light of these small losses), but in the aggregate they are large. I was in a yard in Chicago not long ago, where there were 35 or 40 bushels of grain picked up around the yard, as a result of the spills. I do not know who gets these or what becomes of them. The balance of these leakages through the grain door may be attributed to bad cooerage, and I think it is largely the fault of the shipper. He does not give proper attention to the cooerage of cars. Railroad companies undertake to furnish him with lumber that is not fit to build cars with. Where the doors are to be built with lumber sent from the station, it is a low grade. I know of one instance where the railroad checks the agent, or at least the agents say they do, so closely that they will not allow the dealer to have enough boards to double the door.

I think the important point in weights at terminal markets is public supervision of weights, that it should be on the merit system, and that the superintendent in charge should be a M.A.N. The country shipper is very apt to send his grain where he thinks he will get the most money for it, and it has been our experience that once in a while some bidder will offer a high price at some local point. The local bidder will say we have public supervision of weights and he will induce the shipper to think that everything is all right. When we come to investigate that public supervision of weights we find it is merely a cloak for a whole lot of rottenness. The public supervisor there is simply a man in the employ of the elevator, and there is no force that I can see that will hold that man strictly accountable. I believe that such bidders should stand strictly on their own merits in regard to their weights.

Mr. Washer: In reference to Mr. Wells' remarks, it occurs to me that he is taking the standpoint of the country shipper entirely, which is perfectly from his point of view, but it seems to me that as a result of organization, through the local associations and the National association, weights in terminal markets have been corrected to a very great extent in the last few years. Our experience is in the Chicago market, for instance, under the supervision of Mr. Foss, that $\frac{1}{4}$ to $\frac{1}{2}$ of one per cent constitutes the whole shrinkage we receive, but in seaboard weights on the Atlantic coast or at New Orleans $\frac{1}{4}$ to $\frac{1}{2}$ of one per cent will cover it. At Kansas City a few years ago the shipper sending grain to that market could count on 2 per cent shrinkage. There was a license to steal there, some place, but by reason of the pressure brought to bear by the Kansas and Nebraska associations that has been corrected, until one-half of one per cent will cover it, and in many instances it is better. If we could start a movement that would put the country shipper in the way of making his weights better, it would eliminate a great number of these complaints of terminal markets, because with the exception of a few terminals, weights are improving so that in a year or so they should be absolutely good.

J. C. Robb: The gentlemen did not touch one feature that I would like to have brought out, and that is what this supervision of weights was to be. It is true that at Chicago under Mr. Foss the supervision of the weights is generally satisfactory. In this town, for instance, you have supervision of weights, that is, strictly state supervision. If I am incorrect I would like to be corrected. I understand that in Minneapolis you have state inspection and state weights, and it has been my experience there is no better on earth than in Minneapolis. (Great applause.)

I do not believe all politicians are honest; they are like grain men, some are honest and some dishonest. I doubt very much whether it is good policy for the National Assn. to advocate the taking away of the inspection and supervision of weight from the state control, the source of our laws. I believe that all weights and inspection, and all scale inspection, should be under the supervision of the state and under state law. It strikes me, as a coun-

try shipper, that it would be much more to my interest to have a good, straight, honest man, under state inspection, go to the terminal elevator and inspect my grain than some grain inspector or supervisor of weights under the control of the board of trade, who might be unloading my car at the door of some influential member thereof. There is a question to be considered and I take the position it is much more to the general interest of the members of the national asso. to have this inspection under state laws than under the supervision of local boards of trade.

Mr. Stibbens: Mr. President and Gentlemen, in replying to what Mr. Robb has said in regard to weighing and inspection departments, we will admit that all such departments are not dishonest, but I believe the grain trade of this country is better able to judge under what weighing and inspection the grain shall be than any other class of people on earth. (Great applause.) The chief weighmaster and chief grain inspector appointed by any state administration in this country is appointed on account of the political pull he has with the political ring master in that state (great applause), and because of the number of votes he can control in his county or in his ward. Now, gentlemen, do you care to place the inspection and the weighing of your grain, which means a great amount of money in the aggregate, to a board of trade which is composed of upright, honest men, whose interest is in the grain business and nowhere else. The governor of the state is elected, it matters not what his politics is; if the administration changes, he changes the head of that department, and why? Because he believes he places a man there who can control votes.

As long as the present system of politics prevails I do not care how honest are the men, the rotten conditions existing in this country to-day will continue to go on. We have men appointed as grain inspectors who never handled a bushel of grain in their lives, know nothing about the requirements of the departments at the head of which they are placed, and it is up to the grain trade, up to this association to remedy this practice in all branches of the trade; in all the agricultural states as well as the principal markets of this country. If you do not advocate getting politics out of the weighing and inspection of grain, where will it lead to? If it is impossible to get state inspection departments out of politics, then, for God's sake, go to work and get your representatives in your state legislatures to pass civil service bills, whereby your inspectors will be appointed and hold their positions on account of ability and efficiency and not on account of their political pull. (Applause.)

Col. C. T. Prouty: We have heard a great deal about political pull business. My friend Mr. Stibbens holds his position as secretary of this National asso. because of the political pull he has. (Great applause.) There are just as honest state inspectors; there are just as honest governors, who look to the interest of the grain shipper and the grain producer, as there are in any other walk of life. (A voice: That's right.) When you talk to me that a man has got to have a political pull, he has got to have political pull to exist at all in this country. I do not care whether it is in the grain business or anywhere else, and I want to say to you that while I agree, and while I have visited many of these points with my friends, Mr. Stibbens and Mr. Wells, and I know something of the conditions, I have not found the rottenness from state inspection and state appointment of weighers that I have found (A voice: Ever been in Milwaukee or Chicago?) I have; Chicago is all right, but I want to say to you that we did visit St. Louis once and found in 40 yards no supervision whatever, where the grain was unloaded. We went on the exchange and they gave us the horse laugh. We stayed a week and at the end of that week the laugh was on them. What we want, whether it comes from state inspection, from board of trade inspectors, is honest work, and we can get it by united action.

Mr. Kirwan: I think, Mr. President, it is manifest that in the last two years especially there has been a very great improvement in terminal weights. The whole trade has been awakened to the necessity of having such supervision as will guarantee absolute correctness so far as correctness is possible. So long as human agencies are employed in the weighing of grain errors are bound to occur, and they will occur just as frequently on the part of the country shipper (and I think a little more frequently) than in the terminal markets, where they have such facilities for weighing that errors are reduced to a minimum. I think the great point for us to consider now and act upon is the suggestion made that there be supervision of scales at the

country points of shipment. A shipper cannot make the same claim as to the correctness of his weights, where there is no supervision of his scales, no testing of his scales, no official document to show that the scales have been tested and are correct, as against the official document produced from the terminal points where scales are regulated systematically, examined and tested by those who have no connection with the grain trade. So I think, if we want to perfect the system, we should push it along that line and urge the state organizations to have such representation made and frequent tests made of the country shippers' scales.

F. O. Faddock: I think the great good resulting from the meetings of the National Asso. are the discussions which take place, from the standpoint of the shipper and receiver. I happen to be in the position of both, operating terminal and country elevators, and I know, I think, the needs of both, and these discussions will certainly suggest to the mind of the country shipper more care in his weights and in the knowledge that his weights are correct, as well as a better knowledge of how business is done at terminal points; so we get suggestions coming from both sides.

I remember when I was a coal dealer in Central Illinois, my weights on coal did not pan out. I was always short, 30, 40 or 50 bushels. I discovered, on getting a scale inspector, that I was giving every farmer more than belonged to him, and, of course, my car didn't hold out, and the mine men insisted they gave good weight. The trouble is, you know, the dealer is so anxious to secure the grain of the farmer that he is not particular whether he gives him too heavy weight or not.

In reference to weights and inspections it is a well-known maxim, and especially to those of us who are getting along in years, that you cannot mix business and politics. No doubt, many of you have heard of Golden Rule Jones of Toledo. He is as clever a politician as there is in the country. In a recent speech before a Toledo audience he made the statement that 90 per cent of politics was "graft" and that he hoped before the millennium to reduce it another 5 or 10 per cent. (Laughter.)

I read from the newspapers that Mayor Harrison of Chicago speaks about the same way; if I have not misread the newspapers, the preceding administration of Minneapolis was about 99 per cent (laughter and applause) and of St. Louis 110 per cent. I want to say to you, gentlemen, it is my firm conviction as a shipper and a receiver of grain that, like the slavery question of old, under the discussion of it by Abraham Lincoln and Stephen A. Douglas, "This country cannot exist half free and half slave," neither can this association of business grain men of the country be satisfied so long as it is half politics and half business. (Great applause.) I believe what I have said to you gentlemen is as true today as when it was first said. Get into politics in your states and stay in politics until you get politics out of the grain inspection and weighing business. (Great applause.) I believe no political administration can appoint a board of warehouse commissioners or chief inspectors in a market, who knows as much about the business as a man who has been brought up in the business from a sampling boy to chief inspector. His knowledge is better than that of any appointee that ever existed anywhere in any state of the United States, and I believe, further than that, that the boards of trade do not go to the legislature to bring up a committee to say to them, "How shall we grade our grain this season to be fair to the shipper and the farmer and give the best results?"

I do not need to expatiate upon that, but I do believe we should as far as possible, and as soon as possible, eliminate politics from grain inspection and weighing. (Applause.)

The Pres.: I desire to call your attention to the report of the committee on Trade Rules, which of course will be interesting to all of you. Mr. Burks, the Chairman of that committee, will now render his report.

C. A. Burks made the following report for the Committee on Trade Rules, and moved the adoption of the report:

The motion was seconded and carried.

Trade Rules Committee's Report,

To the President and Members of the National and Affiliated Grain Dealers Association, assembled in Annual Convention:

We, your Committee on Trade Rules, beg leave to report that during the past year we have been called upon frequently to serve the members of this Association in construing our present Trade Rules,

and in passing on questions connected with sales of grain on track or to arrive, not covered by our present code. The distance between the offices of the members of your committee has prevented their assembling this year until at this convention. The chairman has answered many letters of inquiry, where the questions submitted were directly and clearly covered, without consulting the whole committee. Where there was any question in his mind, as to our present code covering any or all points at issue, he has sent duplicate copies of the questions propounded, and in many instances the entire communication to each member of the committee, for his individual opinion, and waited their replies before answering the original inquiry, and in most instances accompanied his reply with the original letter from the various members of the committee. This method was more expedient than had he waited for a meeting of the committee, but was not as satisfactory to the members of the committee as had they been able to have met and discussed these matters in person.

We feel that the work of the Trade Rules Committee each year is as important as the work of any other committee of the National Association. It is the purpose of your present committee to set a high standard, and by so doing hope to be able to maintain, for the National Association, the respect and support of the entire Grain Trade. This Association was the first to recommend, and later to adopt, a code of rules. We feel that these rules have done much to prevent controversies, and have been of great benefit in assisting in matters of Arbitration—has done efficient and effective work. We feel that the trade has lots of bad habits and that it will take patience and perseverance to overcome many of them—a sure cure is slow. We feel, however, that there is no line of trade that has as many good and as few bad men in it as the grain trade. They are the representative business men, be it the cities, the larger towns, or the small stations.

We would recommend that some provision be made for the Trade Rules Committee, during the coming year, to meet at some central point, at least twice, subject to the call of the chairman.

We would further recommend that some provision be made for the publishing of questions submitted to this committee, and the report of the committee, similar to that adopted by the Arbitration Committee.

We beg leave to report that your committee, after hearing and considering several suggestions from various members of the Association and trade in general, thought wise to make public request for suggestions concerning additions and modifications to our present code of Trade Rules. Your committee thought favorably of the idea and the chairman issued through Secretary Tibbitts' office a circular under date of June 30, 1903.

This circular was sent to the members of the Association and through the courtesy of the Grain Dealers Journal was copied in its columns. In response to this the chairman received numerous replies. These replies have been kept on file and your committee has just finished giving each and every one individual attention. We beg leave to recommend the following changes in our present code:

1. On all contracts for the shipment of grain sold on track or to arrive, the rules, by-laws and regulations of the market named in the terms on which acceptance is made shall govern in settlement unless otherwise specified at the time of purchase. In case no rules, by-laws or regulations are regularly established, the following rules shall govern:

2. Time for Shipment.—Specific number of days for time of shipment or arrival on all contracts should always be mentioned. Shipments within any number of days shall mean to exclude Sundays and legal holidays. "Immediate shipment" shall mean that the seller has three days in which to load and bill grain, excluding Sundays and legal holidays. "Quick shipment" shall mean within five days, with the same qualifications as above. "Prompt shipment" shall mean within ten days, with the same specifications as above. Where no time is specified it shall be understood to mean ten days shipment. On failure to furnish billing instructions as above specified, the seller may, on reasonable notice to the buyer, have the right to sell out the grain at best advantage for account the buyer, and the latter shall be responsible for all loss incurred. Time for shipment within the limits named in the contract shall be at the seller's option unless otherwise specified.

Questions Submitted and Suggestions Offered.

1. Is there a penalty covering purchaser's failing to furnish shipping instructions within stipulated time?

Your Committee begs leave to refer the inquirer to the latter part of Rule No. 2 and Rule No. 3.

2. Is there any provision whereby purchaser or seller of track grain, or grain to arrive, can call for margin or security during the life of contract, should the market go against either party, as the case may be?

Your Committee begs leave to report that it has never been the custom of the trade to require margins on purchases or sales of cash grain, and your Committee does not recommend the adoption of such a rule.

3. When a bank has accepted and discounted grain paper, does the bank become the owner and presumably the guarantor of the amount, and quality of the grain represented by the B. L.?

It is the opinion of your Committee that this is a legal question for the courts to settle and beyond the jurisdiction of this Association.

4. Should grain sold track or delivered failing to come up to contract grade be applied at market difference, or should same be sold for shipper's account and purchaser have a right to elect that the seller be required to refill or buy in for shipper's account?

Your Committee would recommend that there would be a thorough understanding on this point between the buyer and seller, and upon failure to do this Rule No. 1 shall govern.

5. Should receiver charge seller commission on grain failing to grade to contract when shipper orders elsewhere?

Your Committee recommends that the usage of the market to which the grain may have been consigned shall govern.

6. Should the shipper be charged demurrage on cars not loaded within 48 hours, or should the receiver be charged demurrage on cars not unloaded within 48 hours?

Your Committee would recommend a public discussion of this matter from the grain man's standpoint.

7. There have been a number of questions asked which, while important to the parties interested, do not, in the judgment of your Committee, properly come within the province of the rules of this Association.

We further recommend the adoption of the following additional rules:

17. Overdrafts.—Where overdrafts are made, for any reason, on grain shipments, such overdrafts shall be promptly paid and remittances for balances due on shipments shall also be promptly made.

18. Margins and Drafts.—It shall be the duty of all shippers where sales are made on destination weights and grades to leave ample margin on drafts to cover possible contingencies or any discrepancies in weights and grades.

19. Arbitration.—Where differences arise between members of this Association, or between members of this Association and members of affiliated Associations that cannot be adjusted between themselves, such differences shall be submitted to either the National or State Association arbitration committee at the request of either party. In the event that the decision of the State Association committee is not satisfactory to both parties the question may be appealed for final decision to the arbitration committee of the National Association.

20. Notices at expiration time shipment.—It shall be the duty of purchasers of cash grain to advise the seller by wire the day the contract expires, whether the buyer will extend the time of shipment or buy in for the seller's account or is compelled to cancel the unfilled portion of contract. Failing to so advise, it will be understood by both parties that the time is extended five days.

21. The trade rules governing the purchase and sale of grain will govern the purchase and sale of all Feedstuffs in straight car lots, also Grain, Feedstuffs and Flour in mixed cars.

S. B. Sampson: I desire to offer a motion that the Secretary of the National Asso. be instructed to confer with the various members of the trade and request them to adopt the trade rules of the Asso.

The motion was seconded and carried.

The President: We will now hear from the Committee on Resolutions.

J. A. King, for the Committee on Resolutions, reported the following resolutions, which were adopted:

Resolutions.

RESOLVED, That the members of the Grain Dealers National Assn. in convention assembled on October 8th, 1903, hereby declare their firm belief that supervision of the inspection of grain by the National Government at terminal markets would be detrimental to the grain trade of the country, and that we are opposed to any attempt being made to exercise such supervision, because from past experience we have found the supervision of inspectors under political control to be unsatisfactory, and we declare in favor of having the inspection in all terminal markets to be under the supervision and control of the commercial exchange of such market.

RESOLVED, That in the opinion of the delegates present the time of the annual meeting of this association should be changed to a more favorable season of the year, and we respectfully recommend to the Board of Directors that the date of our next meeting be fixed by them in the month of JUNE, which time will better enable the members to leave their business to attend the meeting.

RESOLVED, That the members of the Grain Dealers National Assn. in attendance at this meeting hereby express their appreciation of the several able papers that have been presented to us through the kindness and courtesy of the several gentlemen who in that manner added so much to the interest in our sessions, and we especially mention Mr. F. A. Delano, who undoubtedly was required to neglect important business matters of his own, in order to appear before us on this occasion.

WHEREAS, Death has again entered our ranks and taken two loyal members from us, W. J. Taylor, of Wright & Taylor, Chicago, Ill., and T. R. Herr, mngr. of the Columbus Grain & Elevator Co., Columbus, Ohio; be it

RESOLVED, That the Grain Dealers National Assn., in convention assembled this seventh day of October, 1903, do express feelings of deep regret and extend to the families of the deceased members our heartfelt sympathy, and be it further

RESOLVED, That expression be made through the grain trade journals.

WHEREAS, The Grain Dealers National Assn. recognizes the great benefit to the commercial interests of the country secured by the enactment of the Elkins bill, by the last congress, for the prevention of discrimination between individual shippers, by departure from the published tariff rates, for the transportation of property or any service in connection therewith, whether by the payment of rebate or otherwise, and,

WHEREAS, It is the sense of this association that further legislation is imperatively necessary for the prevention of unjust discrimination in tariff rates between different localities and sections, between different descriptions of traffic, and also for relief from continuance of rates unreasonable in themselves; therefore,

RESOLVED, That the Grain Dealers National Assn., in convention assembled at Minneapolis, Minn., on the 8th day of October, 1903, hereby respectfully memorializes the 58th Congress to enact legislation conferring upon the Interstate Commerce Commission authority to determine upon full hearing under the provisions of Act to Regulate Commerce, what change shall be made in a rate or practice found to be discriminative or unreasonable, such determination to be immediately operative and so continue until overruled by the courts.

FURTHER RESOLVED, That certified copies of the foregoing preamble and resolution be forwarded by the Secretary of this Association, to the President of the Senate and to the Speaker of the House of Representatives immediately upon the re-assembling of congress, and that a copy also be sent to each of the members of both houses of Congress.

RESOLVED, That the Secretary be authorized to issue a circular letter to members of this association, requesting them to interview the Representative in Congress from their respective districts, and the Senators from their several states, or write personal letters to them prior to their departure for Washington, for the purpose of impressing upon them the importance of the proposed legislation and enlisting them in its active support.

RESOLVED, That the Executive Committee be authorized to appoint one or more delegates, at its discretion, to proceed to Washington, at such time as it may deem expedient, for the purpose of promoting the legislation above outlined.

WHEREAS, The immensity of the flouring industry of Minneapolis was heretofore well known to all the members of the Grain Dealers National Assn., the many attractions in and about this beautiful city,

the enterprise and progressive spirit of its citizens were familiar to many of us, but it remained for the time of this meeting for us to acquire an adequate knowledge of the magnanimity and entertaining ability of the members of the Minneapolis Chamber of Commerce, and it is

RESOLVED, That we hereby extend to them a sincere expression of our thankfulness and assure them of our high appreciation of the generous and enjoyable entertainments accorded us, and the very successful result of their efforts to make our visit to Minneapolis a pleasant one, during the annual meeting of the Grain Dealers National Assn. in Minneapolis, October, 1903, that our sojourn here will long be a pleasant memory.

WHEREAS, We are satisfied that closer trade relations and an increased international trade between the United States and Canada would be commercially beneficial to the citizens of both countries, therefore,

RESOLVED, That the Grain Dealers National Assn. of the United States hereby expresses the belief that an early and earnest effort should be made by this country to negotiate a reciprocity treaty with Canada and that we urge the American section of the Joint High Commission to endeavor to secure an early session of the Commission for that purpose.

RESOLVED, That we urge the President and Congress to take up at the earliest possible time the question of securing more reciprocal tariff relations between the United States and Canada, and that in such readjustment of the tariffs between the two countries the import duty on wheat from Canada be removed, provided adequate concessions can be secured from Canada in return, therefore

RESOLVED, That we impress upon our members the importance of the work of organizations striving for reciprocity with Canada and that we urge our members to co-operate with such organizations.

The Pres.: Gentlemen of the Convention: We have with us today, and who will address you, Mr. F. A. Delano, General Manager of the C. B. & Q. R. R., on the subject of Grain Car Equipment and the Relations of the Railroads to the Grain Trade. Mr. Delano, occupying the position he does with a railroad, and so important a road as the C. B. & Q., will no doubt be able to handle this subject in a manner that will be entertaining to you. I take pleasure in introducing Mr. Delano.

Mr. Delano read the following paper, and was followed by great applause:

Grain Car Equipment.

Since I was honored by your Secretary with a request to address you, I have been thinking over the matter in my spare moments and tried to consider what I could say as regards the relation of the railroads to the grain trade which would in any way interest you. It has occurred to me that, among other things, it might interest you to have some sort of a review of what railroads have been doing in the way of reducing the cost of transportation and the effect of this on the traffic of the country, and especially on the grain trade.

The enormous expenditures which the railroads the country over have been making along their main lines in the direction of reducing grades and curvatures have been noticeable to everybody. In no other period since the railroads existed in this country has so much money been invested in improvements and revision of existing lines. Railroad Companies have had a number of objects in view in doing this. In the first place, on the main trunk lines where a large volume of business was practically guaranteed, a very large capital expenditure is justified in order to make a very small saving in cost per ton for handling traffic. This is more true to-day than it was ten, twenty, or fifty years ago, because interest rates on money have been greatly reduced in that time, while wages of labor and cost of many materials have increased.

Secondly, competition has had its effect in compelling many of these expenditures. One trunk line cannot allow its competitor to improve its facilities and reduce its cost of doing business without danger of itself losing prestige and the ability to compete unless it follows suit.

The desire for gain and increased dividends has played only a small part in urging many of these expenditures, and it will be noticeable to every student of American Railways that in spite of the apparent prosperity of recent years, in spite of the talk of big earnings, by promoters and stock brokers, there has been a comparatively small increase in dividend payments. I believe it is a fact to-day

that the return on capital actually invested in the railroads would show, if accurately determined, not more than four per cent on the average, for, though there has been watered stock in some cases, there have been many more cases where the capital stock of our railroads represents really less money than has been invested.

The ideal perfect railway is one whose line is straight and level, and I suppose it may be said that no railway can be considered at the highest state of perfection possible until it has brought its line to as near this condition as the physical characteristics of the country will justify. The magnitude of the work which can be undertaken to-day on account of improved machinery and methods for handling material is far in excess of anything which was thought of twenty, or even ten, years ago, and in all probability there will be further progress in this direction, so that although we still use the old English phrase "permanent way" for our road-bed, there is no trunk line in America but has made extensive changes in its alignment, and none which do not contemplate further changes in the future.

It is of interest to every business man, and especially to men dealing with the handling of so important a commodity as grain, to consider how the transportation facilities of the country have changed, and are still destined to change, the character of the business. In the memory of some of you, undoubtedly, the wheat fields of the Genesee Valley supplied the bulk of the grain ground into flour and exported from our shores; then came Ohio and Indiana, and so, as the transportation facilities were improved, and the cost of transportation reduced, the wheat fields of Kansas and Nebraska on the one hand, and of Dakota and Montana on the other, have come to be as near the markets of the world as those of the Genesee Valley once were.

In the days of the Romans it was recognized that good highways of communication were essential, and the writers of that day, and since, have commented on the fact that good highways were the best evidence of civilization. It is certainly equally so to-day, only that by "highways" we do not mean simply the ordinary wagon roads, but any highways of communication, be they wagon roads, canals, rivers or railways. The cost of transportation on an ordinary wagon road may, I presume, be figured at 15 to 25 cents per ton mile, in round figures. With no other communication than that the big cities of the country could not exist because the people would starve. With such a means of transportation, the radius of country tributary to and capable of supplying a big city would be too small to supply it. When the cost of transportation by any means is reduced one-half, the radius is doubled and the area increased four-fold, and when it is halved again, the radius is again doubled, while the area is increased sixteen-fold. Thus it is seen that as the cost of transportation is reduced, the area tributary to the wants of any community is at once increased, not simply in the direct proportion to that reduction, but in proportion to the square of that reduction. That the railroads of this country have contributed largely in this direction ought certainly to be a matter of some satisfaction to every citizen of the country, and not simply a matter of pride to railroad men.

It is appreciated by all of you that the price of grain to the farmer must be the price in the markets of the world—let us say Liverpool—less the cartage, freight charges, insurance, commissions, and all other charges which must be deducted from it. Therefore, if wheat is selling at one dollar per bushel in Liverpool the farmer in Dakota will get as much less than one dollar as the sum of all these charges I have mentioned, and unless the remaining sum is sufficient to compensate him for his labor and expenses he will not grow the grain.

In my railroad experience I have been somewhat of a student of railroad development in this country as compared with that of foreign countries, and it has been of interest to me to see the great difference in our line of progress. If you compare our railroads with those of Germany, for instance, you will find that the rates of freight on German railways are so high that the railways of that nation carry only a very small proportion of the principal bulk commodities, especially those which must move at low rate or not at all, and that when they carry them, they carry them only a short distance to the rivers or canals. The sea, the river and the canal are looked to for cheap transportation, and the Government is

spending annually tremendous sums to develop these facilities. Coal, iron, ore and grain traffic has developed chiefly along the line of these facilities, and the railroads are carrying chiefly the higher grade commodities which can afford to pay higher rates of freight.

In this country our commercial instinct has saved us. Our freight tariffs have, happily, been based on the theory of charging what the traffic will bear, and not on the basis of cost. I must explain myself a little at this point, or some of my hearers will misunderstand me. Too often "charging what the traffic will bear" is misinterpreted as meaning that we "size up" a man's pocketbook and "hold him up" for what he can afford to pay. However, charging what the traffic will bear means that we recognize that some commodities can afford to pay certain rates, while other commodities cannot afford to pay those rates, regardless of the cost of transportation. For example, it might cost no more to haul gold-bearing ore than to haul iron ore, and yet a railroad would be justified in charging a much higher rate on gold ore than on iron ore. Business men, whether in the railroad business or not, appreciate that if the charge for carrying a commodity is more than that commodity can bear, it will not move, and the railroads of the country are in the business of moving traffic. Of course, it is their business to get as much for the owners of the property as they can, but unless the rate on commodities can be made low enough to move the commodity it is a useless rate. This same principle applies in all trade and commerce. The wholesale merchant does not expect to make the same margin of profit on all his business. On some of the lower priced articles which he sells in large quantities he expects to make a very small margin of profit, while on some of the higher priced articles which he sells in small quantities he expects to make a larger profit, and unless he can sell a commodity at a price that will successfully compete with other commodities he might as well go out of that business.

The railroads of the country have made great strides in handling successfully the products of the mine and the farm. Thus, coal and iron ore are now handled to the best advantage in large steel hopper cars, carrying fifty to fifty-five tons, and the immense distances which these commodities are carried are certainly most surprising. It recently came to my notice that iron ore was moving from the Lake Superior region to Alabama, there to be combined with the native Alabama ores. Coal, in the same way, is moved from southern and central Illinois to Minnesota. Ten years ago the railroads could not afford to make a rate on these commodities which would permit them to move such distances. Hence, as the railroads have developed ability to move freight successfully, they have made it possible for themselves to name rates which would move commodities which before could not be moved. In other words, they have created business for themselves, and the development of the country in this respect has made the old proposition that we should seek to make two blades grow where one had grown before, looks quite insignificant, for the railroads of the country have certainly caused millions of blades to grow where none grew before.

In the carrying of grain the progress has been almost if not quite as notable as in the carrying of iron ore and coal. The standard car for grain to-day is a box car, thirty-six to forty feet long, carrying not less than forty tons of grain. It is still the practice to make these cars of wood, although steel underframes have come into quite general use. Greatly increased tractive power in locomotives, added to the fact that railroads have greatly improved their grades and terminal facilities, all contribute largely to reduce the cost of transportation of grain, and the chief obstacles to-day to the further reduction in the cost of transportation of grain are those which the grain dealers of the country can do much to obviate. At the present time grain moves largely at one season of the year. Fortunately, as the country grows richer this is not so true as it used to be. This causes a continuous demand for grain cars in the fall, and makes it difficult and expensive for the railroads to supply the demand. As the cars are loaded in the country and come east, congestion occurs at the grain markets, due to the following causes:

Grain is held, first for inspection and sampling, then for reordering and re-shipment, and then is subject to more or less delay, as the case may be, before it is unloaded on track or at the elevator.

In recent years railroads have adopted rules which I dare say you gentlemen think are too stringent, charging for re-consignment of grain, and for detention beyond a reasonable time for unloading. Judging, however, from what I know of the increased cost of handling all business on account of congestion which frequently occurs by the detention of a part of it, the charges, far from being too high, are not high enough. There is scarcely a year that serious congestion does not occur at some of the large western grain markets, and nearly as serious congestion usually occurs at the seaboard, either on account of inadequate vessel room or insufficient elevator capacity. If grain could be handled as iron ore is handled, from the point of origin directly to the vessel on the lake or seaboard, the cost of handling could be greatly reduced, which would mean added price to the farmer, and the enlargement of the territory from which this grain could be drawn.

One reason for the ability to handle business moving in large quantities cheaply has been the fact that early in our railroad history we adopted a carload basis of rates as well as less than carload. Instead of having all our rates based on the hundred-weight or ton, as is the case in many European countries, we have, as you of course know, a retail rate based on the hundred-weight or ton, also a wholesale rate based on the trainload rate on a lower basis than carload rates made. It does not require the technical knowledge of a railroad man to appreciate that staple commodities moving in trainloads from one consignor in one locality to a consignee in another locality can be moved at a lower rate than individual carloads loaded here and there by A, B and C in one territory for X, Y and Z in another part of the country. If the benefit of this lower cost of transportation can be given openly and above board without favoritism or rebate giving, the country will be better and legitimate trade will certainly prosper.

We constantly see allusions to the cost of transportation on canals and rivers as compared with the railroads, but it is rarely pointed out that one reason for the low cost of transportation on canals and rivers is that the Government taxes the entire community in order to maintain the canals, dredge and otherwise improve the rivers, maintain deep harbors, light-house service, life-saving corps, sailors' hospitals and many other expenses. If to the cost of transportation on our waterways we add a pro rata proportion of all these expenses, the cost of railroad transportation would not compare unfavorably. But a further reason for the low cost of transportation by water is the fact that shippers by water put up with conditions which shippers by rail have never had to contend with. The principle of charging demurrage for holding a vessel to load or unload is very old, and it has long been recognized that a high charge for such detention was entirely justifiable. But it has taken a good deal of patience, and some little fighting for the railroads, to justify a charge for detention of cars, and a great deal of this detention, especially in the matter of the grain trade, such as holding for inspection and sampling, is done without any remuneration to the railroads.

One great change in the grain traffic in the last few years, which has contributed very much to the benefit of the country west of the Missouri River, has been the development of Gulf ports and other routes and channels of trade. Thus, the farmer of Kansas and Nebraska can take advantage of shipping his grain to Liverpool via the Gulf of Mexico, or via the Atlantic seaboard ports. This has brought in new lines of traffic in competition with the old lines, both by rail and ocean, and the near future will see developed lines of traffic for the grain trade of Dakota and Montana, westward for Asiatic ports as well as eastward to Liverpool markets.

The way the railroads have annihilated distance, and created traffic for themselves by so doing, is well shown by conditions in the grain trade with which you are not unfamiliar. It is not uncommon now for grain which has been moved from the Missouri River points to Chicago to be shipped back to Kansas City or St. Louis, or for grain from Kansas City and Missouri to be shipped to Minneapolis, or vice versa. A slight difference in the price quotation on grain at any of these markets is sufficient to start a stream of traffic to equalize the difference, so that railroad men are quite accustomed to having grain moving on their tracks in opposite directions at the same time, or at short intervals of time.

Low cost of transportation, obviously

enough, means more transportation; that is to say, the products of the mine, field and factory moving greater distances. It means that no one community in our broad land is to be dependent on the country immediately surrounding it. It means that no crop failure can produce serious famine in any one territory, because the wants of one district may be supplied by the abundance elsewhere. One reason why our country must thrive as compared with European nations is that to a far less extent are we hampered by artificial boundaries, governmental restrictions, etc. We are assured of a diversity of trade on account of the great diversity of climate, soil and resources, and that means security in business and life in trade.

Your Secretary has especially asked me to cover in my remarks the question of the security of cars in order to prevent loss of grain by theft, also the loss of grain due to defective cars, defective grain doors, and the like. As compared with the general question I have been discussing, this is one of detail, and yet it is not an unimportant question.

The question of a satisfactory grain door is not an easy one to settle, and this is especially true as the capacity of cars has been increased, and the desire for a wider door opening has also arisen. When cars are loaded to twenty tons capacity, and the door was never over five feet in width, almost any grain door was satisfactory, but with a door opening five and a half or six feet wide, and with carload capacity of forty to fifty tons, the question is much more difficult. The railroads are vitally interested in this question because they are paid freight rates only on the quantity of grain delivered to elevator or on track at destination, and are subject to claim for any loss of grain that can be proved up. Your Secretary tells me that in some cases as high as twenty per cent of the cars received at grain points are in leaky condition. He has made no estimate of the loss of grain from this source, but during an experience of some nine years at a busy terminal I believe that the loss of grain from all causes, including the loss due to grain inspectors and samplers climbing into cars, will not average one-half bushel per car. Even with an average of four times this, if we can assume the average capacity of cars at one thousand bushels, the total loss (two-tenths of one per cent) is so small a per cent that neither the railroads nor the grain men can afford to spend much money or lie awake nights trying to cure the trouble. Glass bottles until recent years were always shipped in cases. The bottle manufacturers discovered they could economize a good deal in the shipment of bottles if they shipped them in bulk corded up in cars. At the present time bottles are shipped in very large quantities corded up in cars in this way, without any packing material or boards of any kind to protect them, and the per centage of breakage is so small that it is much more economical for the bottle manufacturers to ship bottles in this way than to ship them in the old way. In the same way the grain shippers of the country might avoid the loss of grain by shipping their grain in sacks, but it is far more economical to ship it in bulk, even though there must be some leakage and loss from that source. It does not mean, of course, that the railroad companies are indifferent to the matter of loss of grain, for the difference between profit and loss in railroad business depends on watching closely just such narrow margins.

In the same way the railroads have constantly in mind the question of protection of cars from theft. No fastening has yet been devised which is suitable for everyday use and at the same time burglar proof. The only direction in which the railroads can advance in this respect is by so fastening their cars that it can be readily detected if they have been tampered with, and by policing their tracks and stations so they will stop the loss from this cause. Public opinion can do much to help the railroads in this respect. In most states of our Union it is regarded as no sin to trespass on the railroad right of way or to steal a ride on trains. With this kind of feeling in the community, the railroads find it pretty hard work to do away with vagrants and tramps, among whom there are at least a moderate sprinkling of worse characters.

To summarize the whole subject, the chief points I want to make are:

First, That the railroads have got an interest quite as great as the community at large in seeing the cost of transportation reduced. However, outside of the railroads there are agencies at work which can help to bring about this result.

For example, the movement of grain, to be handled with the greatest economy, must be regular, not spasmodic. This will be realized when the facilities for loading grain at country stations become improved and as country wagon roads are brought up to the condition where they will be passable at all seasons of the year.

Second. Grain must be loaded to full capacity of cars, and in the largest practical cars.

Third. There must be a minimum of rehandling in transit.

Fourth. There must be a minimum of detention for reinspection, sampling, etc.

Fifth. There must be a minimum of brokerage charges.

Last, but not least, by a co-operation of grain dealers, both shippers and receivers, with the railroads great advance can be made in the future along the lines indicated, and new channels of trade opened up.

The Pres.: This is certainly a great paper and no doubt some of you would like to make remarks regarding it.

S. C. Woolman: There is one point in regard to Mr. Delano's paper that I must take issue with, and that is the congestion at terminal points. I reside at a seaport and I know that the conditions existing there have not been due to delay on the part of the shipper, but delay along the route between the point of shipment and delivery. At the last session of this convention, at Peoria, I had the privilege of drafting some resolutions which were presented to the convention but unfortunately I could not be present when they were adopted. Accompanying them was a resolution requesting the proper officers of the asso. to take such measures as would assist and expedite the transportation of freight. The preamble to that resolution recited that the growing crop of corn was likely to be in such condition, owing to its immature ripening, as to require very rapid transportation in order to insure its safe delivery. The result proved that the anticipation was correct, as probably all of you who are engaged in shipping grain from the east to the west have been sufferers more or less by the delay in transportation of a most perishable article this last winter and spring. There is not a receiver, east or west, who did not suffer a serious loss by this delay. Cars were in transit for at least an average of thirty days from Ohio and Indiana to Philadelphia, New England and Baltimore, and the result was that in many cases the grain was delivered out of condition. The vessels were chartered for loading, the grain was contracted for in the west and all that would be required, under ordinary circumstances, would be to bring the grain forward and load into vessels. Unfortunately that grain when brought forward was in bad condition, got hot and damaged in transit and in many cases would not even have paid the freight, and consequently we were in a double dilemma. We had the vessels on our hands, chartered ready to load, contracts made with parties abroad and contracts made with parties in the west, and the grain on hand could not be used for any purpose. This is a very serious question. You may think, gentlemen, that it is not affecting the great west to any serious extent, but as I understand it, this asso.'s purposes are to protect and benefit every member of the trade throughout the entire country. If this is the case, every merchant dealing in grain is interested in the proper transportation and delivery of his merchandise, and therefore it behooves every member of this association to take up this matter thru his representatives in the national legislature and state legislature.

Our firm, having this difficulty to encounter in a great measure, sent personally throughout the west along the trunk lines examining this very condition from Philadelphia, Altoona and west of Indianapolis. We traced a number of cars and in some cases found they had been standing for three weeks without moving a wheel. Now, this is not beneficial to the railroads. It is not beneficial to the merchants. Now, the shipper recognizes the right of the railroad company to collect demurrage for delay of cars not promptly loaded or unloaded, and there ought to be some compensation for the shippers and the receivers when the railroads fail to deliver according to contract. I trust that the members of the executive administration of this asso., who are able gentlemen, and interested in the good of the country and the trade, will consider this question and devise some means which will give us relief.

E. P. Bacon: I heartily agree with the gentleman who has preceded me. Not that

I am interested personally, but I have heard of difficulty in this matter and I feel some remedy ought to be provided for it. Only yesterday, when talking with a gentleman from Minneapolis, he told me in 300 cars of corn he shipped last spring to the seaboard the contents of the cars on arrival at destination were absolutely worthless and had to be thrown away, and this gentleman had himself personally traced the cars and found that some of them were standing on side tracks where they had been for weeks and in some cases for months. I am glad this subject has been brought up, and hope some action will be taken.

While I am on my feet I wish to offer an objection to one point that has been made by the General Manager of the C. B. & Q. Ry. It is a point I wish to dissent on lest the sentiments expressed by him be understood to receive the support of this convention. The point is this, that a lower rate should be made on shipments of fifty or more carloads than in carload lots. This subject has been discussed for a number of years by men of experience and have expressed themselves as believing that the carload is the minimum, and I am indeed surprised that a prominent railroad man should say otherwise. As to the cost of transportation, there is no greater expense in hauling fifty cars from fifty points than fifty cars from the same point. I simply wish to express myself lest the address goes out to the public without any dissenting voice from this convention.

F. O. Paddock: I wish to say just a word. We must not lose sight of the fact that the railroads and the grain men have mutual interests and that this discussion is not fault-finding, but rather trying to discuss the troubles and remedy them. We

should take the matter up with the railroad companies with a view to finding out if they should not pay us demurrage when they fail to furnish cars which we order. I think it is a matter which this convention should take up and discuss with the railroad people.

I heartily agree with Mr. Delano that the movement of grain is often spasmodic and taxes the facilities of the railroad companies, but at the same time they take our orders and agree to supply the cars within a reasonable time, with the result that we carry the grain sixty or ninety days at a loss, without any remuneration from the railroad company.

It seems to me that we can in an amicable way discuss these matters with the railroad companies and find some way to get rid of the trouble. Of course the trouble in Mr. Woolman's case was lack of motive power. But it seems to me that we can look at this question from both sides and all points and go to the railroads and see if, instead of building more railroads, they cannot build more cars and locomotives and help us out.

W. O. Brackett: We have a law in Texas which provides that when a shipper orders a car from the railroad, the railroad must pay shipper a penalty of \$50 a day until the car is furnished. Usually they get some kind of a car to him, but in cases where the cars have not been furnished the railroads have been known to pay the demurrage. There is also a string attached to it for the shipper. If he does not unload a car quickly he pays a penalty of, not \$1 a day, but \$50.

The Pres.: How does this work?

Mr. Brackett: It works all right. We get the cars.

The Pres.: The meeting will adjourn until 2 p. m.

THURSDAY AFTERNOON'S SESSION.

At the opening of the Thursday afternoon session the Arion quartet rendered "Nearer, My God, to Thee," and "Old Black Joe."

The Pres.: While waiting for some of the members to come in we will have the report of the Auditing Committee.

J. W. McCord, Chairman of the Auditing Committee: In connection with our report I wish to say that the books of the asso. have been correctly kept and in a very good manner. We find it very easy to look over them and find the receipts and disbursements. The Auditing Committee begs leave to report as follows:

Report of Auditing Committee.

October 8, 1903.

We, the Committee on Auditing the books of the Association's Secretary-Treasurer, beg leave to report that the work has been properly done, and we find that the report of \$927.29, cash balance, as made by the Secretary-Treasurer is the correct amount of cash on hand at the close of the year with September 30, 1903.

Respectfully submitted,

J. W. McCORD,

CHAS. C. MILES,

Auditing Committee.

Upon motion the report of the Auditing Committee was adopted and the committee discharged.

The Pres.: The address of Charles England, ex-Pres. of the National Hay Assn., is next on the program, and I think it advisable to have that now. I take great pleasure in introducing Mr. England.

Chas. England: Mr. President and Gentlemen of the Grain Dealers National Assn.: Before reading my paper which I have prepared, I desire briefly to say, in view of the discussion that took place here this morning, that had I known when I was notified to prepare a paper on civil-service inspection departments, what I have subsequently learned, I would have asked your secretary to have changed the topic of the address and allowed me to discuss the system of inspection instead of the application of civil-service rules to that inspection.

I am firmly convinced, Mr. Chairman, that this asso. which has just commenced a great reform in the betterment of the system of weighing in all the markets of the country, should take another step, and I do hope, sir, that your administration will mark the commencement, if not the consummation, of improvement of the inspection methods in this country. I do not suggest it, but I urge, with all the earnestness that I can, that before this conven-

tion adjourns it will appoint a committee—a good, strong committee—which will take up this matter of inspection. If half what these men say, who know something about it, be true, there is enuf for this asso. to work upon in the coming year in the way of reform.

Grain Inspection Departments.

In discussing any arrangement having for its object the facilitating of business it is well to have in mind the necessities which suggested its adoption, because in every mercantile, political or religious formation the essence of their creation becomes the standard which must determine their course so long as the arrangement is properly conducted.

The necessity for the formation of our government is defined in the Constitution, which will always direct the commonwealth, and the condition of business that early required the appointment of grain inspectors and the formation of grain inspection departments, just as surely defines the principles which should be adhered to, if justice and security are to be guaranteed.

Before the creation of grain inspection departments and the appointment of inspectors, there was sure to be connected with every well managed grain business at least one expert grain man, whose experience enabled him to properly direct the handling of all grain. This expert always had in mind, that in order to make the business successful he must deal fairly with all, and not impose unreasonable things upon any persons because they were absent, and that future business depended entirely upon his conduct, therefore the type samples that were established to purchase or sell by, were adhered to conscientiously.

In the evolution of business that followed, the public grain inspector took the place of the private grain expert, but changed business conditions did not alter the principle of guarding the rights of the absent party of interest. At first the inspector was more careful of the rights of the absent party than of the other, because he assumed that the party present would look after his own interests, therefore it early became a general principle that the absent party, usually unknown, should have the benefit of every doubt, and later on, when business required that all parties of interest should be absent, the competent grain inspector regarded himself not only as a person of judgment and having a technical knowledge of his business, but also as an arbitrator, to render exact justice without considering

whose interests might be best served thereby. Honest, thoughtful business men have always regarded these qualifications essential, but few believe that they are now generally governing principles among those upon whom rests the responsibility of inspection, and to expect such characteristics to exist where civil service rules do not dominate, is like imagining a plant can flourish in a sandy desert where there is neither soil nor moisture to encourage its growth.

When a person occupying a position of trust is not hedged about with protecting influences there are always unscrupulous persons ready to attempt the corruption of the official for their selfish purposes, and especially will this be the case in political departments where the inspector's tenure of office is as uncertain as politics, and there comes in the inducement for him to make hay while the sun shines. I believe that where an inspector is chosen because of his ability to fill the position, that mistakes through error of judgment are rare, and never far-reaching in effect, but it is the other error, fraught with trouble, that brings discredit upon any department; the yielding to what may of itself seem an innocent proposition but is nevertheless a deep laid scheme to take advantage of some one. The inspector who feels that he owes his position to influence rather than fitness is more easily approached than he who relies upon his own merit, because the former feels that so long as his influence continues his position is safe, and when his influence is gone because of a change in the appointing power, his position is not worth much no matter what his record may be.

Every successful private business is conducted under civil service principles, but business men are slow in demanding this method in public affairs. There is no needed reform that cannot be accomplished if all persons who realize the necessity of it, would act together to obtain it. Every grain inspection department not now under civil service regulations can be so classified if the interested public will demand it. Self preservation, if nothing else, will force Board of Trade inspection to adhere to these principles and a general demand should be made that political departments also adopt them.

In political inspection departments, where the appointing power has not the opportunity to personally judge of the applicant's fitness for an inspector, no appointment should be considered unless the applicant has the endorsement of a respectable number of merchants directly engaged in the business, and appointment should only be made after a full examination upon subjects directly affecting the proposed occupation. Not an examination upon a long list of scholastic matter, but upon the things every inspector should be familiar with, and he should be impressed with the idea that his appointment is a trust which must not be violated. So far as possible, all vacancies should be filled by substitutes or apprentices, who should pass through the same examination as that of any other appointee; and promotions to vacancies should be in regular position in the order of their appointment. An applicant should be disqualified because of mental or physical unfitness, or dishonest, immoral or disgraceful conduct. No inspector should be removed except for such cause as will promote the efficiency of the service, and after a prescribed term of service they should be honorably retired. No inspector should be allowed to place himself under pecuniary or any other obligation to any person directly or indirectly engaged in the business over which his responsibility extends. They should be absolutely forbidden to use their influence or devote their time to the furtherance of political affairs, but always allowed to exercise their rights as citizens and cast their votes as they consider best without influence or the fear of being disturbed in their position, and it should be a misdemeanor for any person to solicit their political support through the positions they occupy.

If these rules were rigidly enforced it goes without saying that political inspection would soon be a thing of the past. Every intelligent man believes that the main object in establishing state inspection departments is for the distribution of the offices thereby created. To prove that this is true, examine the records and employment of each appointee for five years preceding appointment, and then carefully look into their subsequent connection with politics; also investigate the underlying causes for removal from office and the manner of dismissal, and it will be seen that the appointments that are not entirely political are only the exceptions which go to prove the rule.

High officials who make politics a business very naturally consider that all business is politics, hence it is not unreasonable for them, from their standpoint, to expect every man holding a commission from the state to render political service, whether it be the securing of the nomination of a delegate from his district, or, perhaps under extreme circumstances, using the inspectors to the advantage of some handler of grain in return for a contribution of campaign fat. We do not contend that political inspectors are generally corrupt, but we do believe that there is no reason why they should be less susceptible to improper influence than any other class of political officials not under strict civil service rules.

The stupendous and far-reaching frauds which have been recently unearthed in the U. S. postoffice department, which has heretofore been considered a model of business management, and presumably under civil service rules, shows how little confidence can be placed in political management when business matters are entrusted to it. This department is under civil service rules, it is true, but a large majority of the officials were classified after their appointment and never put to the test of fitness, and this contention of civil service rules has retained unfit men in office and kept better ones out, which could not have been the case under the application of competitive tests.

The wrongful acts of an inspector of grain are often difficult of detection because the graded grain, as a general thing, quickly loses its identity, hence the fear of exposure, which is a powerful influence for correctness in a man of weak moral nature, is removed, and moral weaklings are thus exposed to contamination. It has been often charged, without drawing a denial or explanation, that inspectors have been influenced by grain manipulators to affect markets by tightening up, or relaxing their grading, and while a grade committee may assist by giving improper directions at such times in regard to grading, nevertheless publicity places a limit to their acts, and without an easy inspector such plans cannot be carried to a conclusion. It has even been stated that political inspectors have gone into adjoining states and there graded cars of grain for favored individuals, issuing certificates therefor purporting that the grain so graded was at a certain elevator within their jurisdiction, without even the assurance that the identity of the grain so graded would be preserved until it reached its destination either at the elevator in question or elsewhere. The most common complaint is that the grading in and out of public warehouses at times is vastly different. An attempt is sometimes made to explain this by the statement that inspectors do not always know what transpires at the warehouses during their absence, in the night, for instance. But this is no excuse because an inspector with moral courage necessary to fit him for his position will not tolerate dual grades under any circumstances.

There is a prevalent belief that there is a desire in official circles for some form of inspection under control of the national government and the attempt to establish national grain standards is generally regarded as preliminary to such an arrangement. It is more than likely that any attempt at national inspection will stimulate all states to enact local laws governing grain inspections, and under the combined pressure of national, and a more general state inspection, commercial interests will devise some plan to escape such schemes and commercial inspection will in the end practically prevail. The man who has money to buy an article can in most cases make terms and conditions, and refuse to buy under unreasonable standards. The producer and dealer, realizing that political inspection is not of benefit to them, will be ready to become a party to any arrangement which will guarantee a profitable marketing of their grain without placing themselves at the mercy of an inexperienced government official. Not until the government establishes storage houses for grain at all points of accumulation, can it control inspection or guarantee uniform grading. The establishment of grain standards by the government is, therefore, likely to always remain a matter of theory. The foreign buyer will doubtless be interested in their appearance and enjoy reading about the "air bath," but when he makes his purchase he is likely to continue the present method of asking for type samples of the grades at the commencement of every crop year and thereafter buying on the grades. All business is based upon confidence, and the average politician has not yet inspired the confidence necessary to create a desire to entirely entrust this

important business to any government, either national or state.

It has been asserted that government interference in this matter will benefit the farmer. The farmer has hosts of friends in Congress and in the departments of government, but very little has ever been done for his benefit in proportion to the immensity of his business, and he will derive just as much benefit from the inspection scheme as he has from many other attempts to legislate in his behalf. He will read about the benefits and realize the disadvantages. If the government should collect the proposed grain samples, and establish the standards in the same manner it collects crop reports and makes estimates, the most daring adulterator of grain will be afraid to put grain of the established standard in his mixtures and expect them to be accepted by an intelligent buyer.

Chamber of Commerce inspection departments are generally operated under the spirit of civil service principles, but civil service rules should be a part of their code in order to inspire a proper degree of outside confidence. I have at various times examined the working of commercial inspection departments and the plan of the one which seems to me to be the best and most reliable is so wisely and fairly constructed, that although every official is held to strict personal responsibility, the authority is so divided that the department or the inspectors cannot be under the influence of any individual or clique long enough to endanger the interests of anyone. In the department referred to, there are grain committees, whose duties are to establish standards and grades when occasion may require, always giving ample public notice of any changes. These committees must at stated times personally examine the grain in all contract warehouses and they have the authority to direct any warehouse company to use such means as the committees or inspectors may consider necessary to keep the grain in proper condition and up to grade. The president of the organization and the chairmen of the several grain committees constitute a bureau of inspection, which has general supervision over the inspectors on account of their ability and fixations, insuring rotation in their assignment, thereby preventing collusion because of remaining long at any elevator. The board of directors select the inspectors on account of their ability and fix their remuneration. Thus the authority is divided between the board of directors, the bureau of inspection and the grain committees. The two latter have neither power of appointment nor removal, and the board of directors cannot interfere with the grading. The inspector's promotion, dismissal, or change of salary is not contingent upon the favor of those who might have more than a general interest in the grading. This control is so well balanced that the violation of just and honest principles is extremely remote and it would require the entire machinery of the organization, and all connected with it, to make possible the manipulation of grades at the behest of any set of speculators, a practice which has been so often charged in some quarters that it is looked upon as a certainty. Under this system every individual connected with the department, either in an active or advisory capacity, has as a chief incentive the good name of his city and of the commercial organization. The maintenance of this reputation requires careful consideration of the interests of the absent party, whether it be the interior shipper or farmer, or the foreign buyer. By this system civil service is in practice without so much as mentioning the name thereof, and nothing but absolute fitness enters into consideration of the appointment and retention in office of any inspector. To those communities which are burdened with a political system, without even the semblance of civil service rules, we can here point with satisfaction to a system that can afford relief from all the wrongs inflicted by men who owe their positions to political influence and reckon their salaries of more importance than the good name of the community, or the advancement of the business from which their livelihood is obtained.

The inspector who is appointed because of political service seldom rises above the idea that it is his duty to serve the interests of his party which has required him, and that whatever he can do to strengthen the party makes his position stronger. He easily falls into political ingratitude toward his former helpers because he is eager to identify himself with the strongest element of his party and herein he attempts, in a small way, political intrigue, seeking to make his position secure in the future by using it as the

present. On the other hand, the man who is appointed because of merit and fitness, realizing how the position came to him, will strive to cultivate the qualifications that gave him the appointment, and, so to speak, puts himself through a course of moral gymnastics which strengthens his character and ability, thereby making him firmer in his position because his services become more valuable with his personal development.

There is very little encouragement to make an effort for the adoption of civil service principles when it is known that politicians will have the power to amend the rules in order that they may accord with their ideas of regularity, but it is a great confession of weakness on the part of any respectable body of business men to admit that they are incapable of removing many of the abuses complained of. Perhaps they cannot be eradicated at once, but persistent effort will accomplish in time that which requires a revolution to immediately effect. If political inspection must exist, the people can by legislative enactment hedge it about with moral and equitable principles, also prevent every newly elected executive from making places for his loyal supporters to whom he owes his elevation to office, and inspectors can be taught that they are the servants of the state, and especially the branch of trade which they are identified with through their positions, also that their first duty is to the absent party in interest instead of fealty to the occupant of the gubernatorial mansion or any of his satellites.

Pres. Grimes: Gentlemen, the paper read by Mr. England and his previous remarks are surely worthy of some remarks, and I would be pleased to hear from some one on the subject. Perhaps the Chicago Inspector, who has been there a lifetime, would like to say something. Mr. Bidwill.

J. E. Bidwill: Mr. Chairman, Ladies and Gentlemen: I just came here the same as the rest of you, to hear what was going on. There has been a great deal of talk in my time about political inspection.

If I were a farmer or a grain dealer, living a great distance from Chicago, and hear what I hear, I would think there was something terribly wrong; that, instead of putting on fair-minded and experienced men as inspectors, they put on a lot of coal heavers or blacksmiths or something of that kind, that were not fit for it in any way, shape or manner.

I was a mere boy when I went on the grain inspection in the city of Chicago. I served as helper for three years and a half. I stood the examination at that time. I thought it was very rigid, and I have not thought different since. I was promoted then to third assistant, placed in an elevator, and served in that capacity for four years. I took another examination, under this so-called political system, and passed for second assistant. I served about five years as second assistant and stood another examination and was made first assistant. I am now Chief Grain Inspector of the Chicago Department. The supervising inspectors and the men who have the power of promoting helpers to thirds and thirds to seconds have had experience in the grain business for more than thirty years. So you can see, gentlemen, how little politics is in that, and I want to say that in my whole career in the inspection department of Chicago that every man that has been promoted from a helper to a second and from a second to a third has gone thru a rigid examination. Where there is no law which says they should pass a civil-service examination the heads of the departments have always made it a practice of having these examinations, and after all these years in the inspection department, I know that every man that has been promoted from a helper to a third, and a third to a second has gone thru examinations by his superior officers. The gentlemen that have that in hand at present, as I said before, have been in the department for thirty years, and where, in the name of God, if these men are not competent, will you find them? But to hear talk, such as you hear here today, and such as I hear, and other men in the business hear, you would think that something in the inspection department was radically wrong. I would be only too glad to have our worthy president, at the head of this asso., appoint a suitable committee and investigate every department in the United States.

E. J. Smiley: The secretaries who were investigating the inspection of Illinois asked the man at the head of that inspection why grain cars were not sealed after the inspectors had inspected them, and they received no answer.

Mr. Bidwill: I will give you an answer on that. If the doors are not resealed that is nothing to us. The grain inspectors are not supposed to do that. The railroads do not make us any allowance for that, and that is their business.

Mr. Smiley: If that is true of Illinois it is the only state in the Union of which it is true. It is not protecting the grain shipper to leave these doors unsealed.

Mr. Billwill: I will tell you what you can do. Go to the Railroad and Warehouse Commissioners. I will take you or I will take anybody else up there, and pay your way, and if you do not find the grain inspection department in the State of Illinois as good as human beings can make it, I will buy you—a d— good hat, or something else.

The Pres.: Do you not think if this was under the supervision of the inspection department and that they could have these doors resealed it would be a good thing for the shippers?

Mr. Bidwill: Yes, sir.

Mr. Grimes: Do you not think it would be a good thing for the asso. to take that up?

Mr. Bidwill: I do; yes, sir.

Mr. Grimes: That is all. Thank you.

The Pres.: Mr. King, the Chairman of the Committee on Resolutions, has one or two resolutions to offer.

Mr. King: I will offer a resolution that has not gone thru the hands of the committee.

Whereas, The yields per acre of the staple grain crops produced by American farmers are relatively small, and with larger yields the framers would be encouraged to increase the acreage planted to produce grains for the market.

Whereas, The agricultural experiment stations of numerous states and the National department of agriculture in co-operation have demonstrated that by breeding these grains and by devising systems of farm management which better prepare the lands for the yields and profits of the common grains, they can be greatly increased and the total product substantially enlarged and its quality improved.

Resolved, That the Grain Dealers National Asso. heartily endorse the work of the state experiment stations and the national department of agriculture in improving the yields and quality of the grain crops of the country by means of plant breeding and by experiments to devise better systems of farm and field management, and urges upon the state legislatures and congress the wisdom of enlarging the appropriations with which to provide more lands and additional means with which to prosecute this work, which brings direct to the farmers, dealers, manufacturers and to the whole people, large returns.

Resolved, That this association pledge its co-operation with the experiment stations, with the national department of agriculture, and with associations of seed breeders and farmers devoted to increasing the yields and quality of our grain crops.

Resolved, That we ask the Louisiana Purchase Exposition to arrange for competitive exhibits in grains and in judging commercial and seed grains and in displaying plans for the breeding of these crops; and that liberal cash prizes, medals and trophies be offered to growers, breeders and students in classes in judging and in the breeding of grains in our agricultural colleges and schools.

Resolved, That a committee of three on "Grain Improvement" shall be appointed by the president to carry forward the objects herewith set forth.

J. L. McCaul: Just a word in support of what I consider one of the most important resolutions that has been offered in this assembly. The welfare of this country, to my mind, does not consist in increasing the number of railroads, or multiplying the number of grain dealers, or multiplying the number of doctors or lawyers or general merchants, but it consists largely in multiplying the resources of the country as they come out of the soil. We very well understand that the population of this country is increasing very rapidly indeed. It increases much more rapidly than our production increases. It will be but a few years when our best lands will all be under cultivation, and altho we are aided by a very strenuous and admirable executive in our irrigation schemes, we will have reached the limit, in a number of years, of all the lands that can be put into cultivation in the United States, or, in fact, the North American continent, but our increase in population will probably be more rapid at that hour than it is today. Now we have come to the point of, what shall

we do to increase the number of bushels of grain that can be raised in the United States?

I know from personal experience, having had the good fortune to spend two or three years, in my early days, at the Agricultural College at Ames, Ia., which is probably one of the best institutions in the United States, that this institution and institutions of its character are not purely theoretical, but thoro and practical, and that they are doing a great deal of good. We have an institution at St. Anthony Park that is doing a great deal of good, not only to those who go there, but in disseminating information throughout the country. We have come to the point where we must consider every bushel of grain handled. I think there should not be a dissenting voice to this resolution.

I wish to say that if the by-laws of this asso. permit the perpetuation, or, rather, the extension, of the time or life of this committee (for you know that a committee consisting of three, or four, or five men cannot any more than get started in one year), and if this assembly has the power to extend the life of this committee beyond one year, it should be done.

I make these remarks in order, if possible, to strengthen this sentiment in the minds of those assembled here, and that there may not be a dissenting voice to the resolution.

The Pres.: Are you ready for the question?

The motion was put and carried.

The Pres.: We got off a little on the discussion of Mr. England's paper. If anybody desires to make any further remarks I will be glad to hear from you.

J. D. Shanahan: You have heard what Mr. Bidwill had to say about the political inspection. I do not suppose I would be considered a political inspector. I am not under such influences as are supposed to surround the political grain inspection. But I have considerable sympathy with Gov. Prouty's remarks this morning when he said, in relation to Mr. Stibbens, that he held his position by virtue of the pull he had with the asso. Now, I have been around the country and visited all these different grain inspection departments, and I am convinced that while there may be some irregularities and some misunderstanding and all that sort of thing in some of the political departments, I thoroughly believe that it is more due to the system than it is to the dishonesty of the men, and if this suggestion of Mr. England is carried out and the committee is appointed to investigate these inspection departments of the country, I hope they will go into it thoroughly and without prejudice, if possible, because I think they will find that the inspection question, so far as the political departments are concerned, has been greatly abused.

The Pres.: Mr. Foering is here and is president of the Grain Inspectors Asso. We would like to hear from him.

John O. Foering: It was not my good fortune to be present during the reading of Mr. England's paper. I can only say that it would give me great pleasure, as president of the Inspectors Asso., to have the support of the grain dealers of the country towards getting the different exchanges together and eliminating the difficulties we are under today in regard to the different grades. The differences in the grades are too great. Therefore I think, by some mutual agreement between the exchanges, if you change the phraseology of some of their rules, so they will get nearer together on this subject, you will remove many of the discrepancies we have today, because grain shipped to one point will not grade the same in some other point.

I think if the influence of this asso. is brought to bear on the grain exchanges, that each of the exchanges will have less trouble in correcting this evil, the grain dealers will have less complaints to make, and it will be one step towards removing the evils that are supposed to exist and no doubt do exist today.

The Pres.: It gives me pleasure to introduce to you Mr. Foss, who will now talk to you.

H. A. Foss: If your president and Mr. King will permit me, I would like to ask Mr. King of Iowa to do what I consider something we have omitted.

Mr. Delano is the general manager of the Q road, a very busy man, and, I understand, made the trip up here and immediately left town, at the termination of the morning session, for Chicago again. I think you have forgotten to thank him for his paper, which I consider very able. Altho I believe Mr. Woolman's, Mr. Wells', Mr. Bacon's and Mr. Paddock's remarks were all good, Mr. Delano looks at the

question from a different standpoint. One thing I wish to correct Mr. Delano in is regarding the shortage of grain weighed in Chicago. He said that it was about one-quarter of one per cent. He has no doubt been misinformed in the matter. The shortage is really about four times that much. That is, the average loss will not be less than two bushels to the car and sometimes it will be as high as five bushels to the car. I believe the members of the asso. will bear me out in this statement.

Mr. Foss then spoke as follows, and used a model of a grain car to illustrate his remarks:

During the business experience of many of those present the box car has increased in capacity from 20,000 pounds to 50,000 pounds and in length from 20 feet to 50 feet.

If every portion of the car had been increased in strength proportionately to the increase in size and the loads it is called upon to carry, loss through leakage would not be so great as it now is.

Of course, in making this statement I include the grain door as a part of the car, as that part especially has not been perceptibly strengthened, although the doorways in many instances have been increased nearly one-third in size.

Further, my experience in the grain business has convinced me that cars as they are constructed to-day will never give entire satisfaction, for the reason that the terrible strain which centers along the sides and ends will eventually loosen the sheathings (and sometimes the door and end posts) to such an extent as to cause large leakage of grain.

It seems to me that the constructor should make it his prime object to build such a car for carrying grain that even though the sheathings should become torn away the grain would still be held intact.

The method that appeals most forcibly to me is that of equipping the car with a tight steel lining, and I believe that railroad companies by placing such linings over the linings now in use would make their cars safe grain carriers. The problem rests with the mechanical heads of the railroads and they should not delay its solution.

Mr. King: Mr. President and Gentlemen: I have no doubt whatever but that you are all satisfied that Mr. Foss knows more about the proper construction of cars than any of us, and more than the car builders themselves. In fact, he has given the matter more attention than any one else outside of the railroads and their employes, and with that in view the Committee on Resolutions has requested me to offer the following resolution:

The reasons for and extent of leakages, outlined by Mr. H. A. Foss in his discussion of "The Grain Car", and the information given the Association by Secretary Stibbens in his Annual Report regarding the condition of cars on arrival at terminals, make it very obvious that the railroads and their patrons would be mutually benefited by changes in grain cars from those now in use, and that without doubt cars may be so constructed as to largely reduce the losses by leakages that now occur; therefore,

Resolved, That a committee of seven members be appointed by the President to represent the grain interests in different parts of the country to take this matter up with the railroads, with a view of securing as early action as possible toward the betterment of their grain carrying equipment, and be it further

Resolved, That the long experience of Mr. H. A. Foss, Chicago Board of Trade Weighmaster, in connection with the grain business has sufficiently fitted him to be an active member of such Committee, that he be Chairman, and that Secretary Stibbens, who has heretofore been in conference with the railroads on this subject, be a member of such committee.

King: I move the adoption of the resolution.

Mr. McCray: I second the motion. Motion carried.

Mr. Woolman: I have been requested by several gentlemen to present a resolution, and I would like the opportunity of doing so now. I tried to get it before the committee appointed for that purpose, but found that the committee had dissolved, and I believe it is too important a matter to be passed over.

WHEREAS, the detention of loaded cars of grain and similar merchandise in transit by the trunk lines to the seaboard, has been the cause of serious losses to shippers, receivers and exporters, connected with the grain trade, and

WHEREAS, Such detention not only absorbs a large amount of capital which should be otherwise actively employed, and

what is much more serious, occasions a depreciation, and in some cases a total loss of the contents of such cars, and,

WHEREAS, The crop of corn now maturing must be moved promptly and expeditiously in order to avoid the disastrous results accruing from the delays attending the transportation of the crop of 1902; therefore be it

RESOLVED, That the proper officers of this association use their utmost exertions to remedy the delays set forth, and that they may be authorized to appoint a special committee if necessary to assist them in such work.

Seconded and carried.

Vice-Pres. Snyder: I have the pleasure of introducing to you Mr. C. B. Jenkins of Marion, Ohio.

Mr. Jenkins read the following paper on the subject, Is the Relation of the Country Elevator Man to the Terminal Receiver What It Shud Be?

Relation of Shipper to Receiver.

Gentlemen of this National Convention: The subject that is next for discussion before you appears last upon the program and should have fared better both in position on the national bill of fare and in the selection of one to handle it. If you will just stop to think for a moment you will at once realize what an important part the Country Elevator plays in this drama of Commercial life, and yet the position of this question verifies the truthfulness of the statement of a great teacher made more than 1,900 years ago, when describing a great gathering where they were to come from the east and from the west and from the north and from the south, and he said, "Behold, there are first which shall be first and there are first which shall be last." However, without any further preliminary apology for the position of the question, I desire your attention to the subject for a few minutes only. The subject is, as outlined, Is the relation of the Country Elevator man to the Terminal Receiver what it should be? If it is not, our duty is plain, and we as Country Elevator men and receivers should by associated action make it what it should be. I fear that there are a great many receivers who do not look upon the country elevator man with that degree of consideration to which he is entitled. However, let me say, I trust there are no receivers who are members of the National association in this class. There are a great many of the ills of the country elevator men that can be traced to himself as the source, and one of the first you hear mentioned is the weights. Well, there may be times when the Terminal Elevator weighers need a Committee to call upon them, but I am convinced that a great number of Country Elevators would never be able to pass muster with their facilities for correctly weighing out their shipments. I may speak very plainly, and some may think harshly, but I want my Country Elevator brother to first place himself in a position that he may rightfully make a claim because of the fact that he has first supplied himself with a few of the necessary devices to operate a regular grain business.

The first necessary device should be a house in which the business can live, and, Gentlemen of this Convention, I want to emphasize one point here and say that if every receiver, be he Interior or Seaboard, would refuse to post his bids before any man who has not complied with the first requirements of a regular grain dealer, namely, supplying himself with a house in which to do business, the evils of scoop-shoveling would be at an end. While I am upon the subject of scoop-shoveling, which is by far the greatest evil the Country Elevator man goes up against, I want to suggest this one thing to receivers, and I hope the day will speedily come when results will be had in this direction. I believe that 75 per cent or more of the scoop-shoveling that is done in this country has its origin among Hay buyers, and receivers of hay and grain are largely responsible for these conditions. I am satisfied if there is a regular Hay shipper in this convention he will readily agree with me that any man who can corral two old mules that have been discarded by some antiquated street railway company, secure an old hay press that has been set aside because its usefulness to an up-to-date hay man is passed, and procure a few letterheads with the flaming headlines announcing the following important message: "John Doe, Wholesale Dealer in Hay, Grain, Seeds, etc.," that this responsible firm is posted by receivers on the best prices for Hay, Grain, etc., goes without any question. It is this same wholesale dealer (?), know-

ing that the Country Elevator man must work upon a margin of 3c. per bushel at least on grain in order to continue long in business, locates a customer of the Elevator man who owns one, two or three cars of oats or other grain, and possibly the same number of hay, bids 2c. over the Elevator man on grain and two dollars per ton under the market price on hay. The result, the farmer poisoned against the Country Elevator man and deceived as to the value and returns from his crop. The leech evens up his deal because you have posted this Wholesale dealer in the same mail in which you bid the regular man, and yet you wonder, is the relation of the Country Elevator man to the terminal receiver what it should be?

If these conditions continue, our children will realize that the words of the old Prophet Jeremiah are being fulfilled in their day and generation, wherein he said, "Surely, our fathers have inherited lies, vanity, and things wherein there is no profit."

The second device should be good scales, not only on the end which connects with the party known as the Receiver in my subject, but on the other end also, for the Country Elevator man would be a nonentity in a very short time if it were not for the farmer. In the third place, he should equip his house with a good cleaner and clean his grain properly. I might have used the term blow it properly had it not been for the memory which this word brings, and you receivers are responsible for this awful word in the vocabulary of the grain business. As a miller and a Country Elevator man I have had the experience both ways, but I have found in my experience as a miller that the air is not so seriously disturbed around a country elevator when shipments are being prepared for interior millers as it must be when this same grain gets by us and reaches the terminal receivers in the large centers, where it undergoes the blowing process. The Country Elevator man must learn sooner or later that he cannot buy any old thing and expect it to pass inspection for No. 2 grain. You will remember, my country elevator friends, that we have been told many times that those long probes carried by the inspectors have eagle eyes, and some shippers have become convinced that this is a fact. The fourth thing that the Country Elevator man should never overlook is the Coopering of his cars, for herein lies the secret of many an accusation of dishonesty on the part of the terminal receiver, wherein he is as innocent of wrong-doing as if he had never seen the car, and the wrong done the receiver in this case does not stop at the mere discontinuing of his own shipments, but as a rule he tries to influence his friends when he (the Country Elevator man) is to blame, and solely because he failed to properly cooper the car. On the other hand, the Country Elevator man has the experience occasionally of shipments passing through transfer houses, and the care taken to remove all the grain from the cars is about on a par with the care taken by some country elevator men in coopering. Consequently shortages occur, disagreements arise, bad feeling is engendered and the principles of the Golden Rule are reversed.

So long as our beings are controlled by that human nature which makes it possible for us to err so easily these differences will arise, but I believe that after seven years of National life as association workers we stand nearer together to-day on all contending points than ever before.

Nations as well as individuals have come to realize that arbitration is the 20th century method of settling differences, and I am glad to see the day that grain men realize that arbitration excels litigation, that our National as well as our State and local associations work for the betterment of their numbers by the arbitration of their differences.

I believe that conditions are more satisfactory now between Country Shippers and receivers than at any time in the past, and as the Country Elevator man puts himself in a better position to properly handle his shipments he will to a large degree have solved the problem of universal equity. The association of these two classes of Elevator men at our State and National meetings, where we meet by personal contact men with whom we only have had an acquaintance at long range, cannot but result in good to ourselves and to the trade in general. Man is a social being according to the plans of an all-wise Creator, yet this same creature, if isolated by circumstances beyond his control or of his own choosing becomes cold and distant, and many

of our fellow grain dealers and receivers are in this position, many of whom have never darkened the door of a convention hall and felt the warmth of a mutual association of friends striving for the betterment of their fellow men, although rivals in the same business.

Gentlemen, I want to urge the continuance of our work along association lines, always observing this great principle, no matter where it applies, that we shall do unto others as we would have others do unto us, and you will then realize that "The relation of the Country Elevator man to the receiver is what it should be." Now, Gentlemen, I thank you for the honor you have conferred upon me by inviting me to take part in this convention, and ask you to do noble things, not dream them all day long, and thus make life, death and that vast forever one grand, sweet song.

Pres.: The next is the report of the Arbitration Committee.

At the request of Chairman Rumsey, Mr. King read the following report of the committee, and moved its adoption, which was seconded and carried:

Report of Arbitration Committee.

It is the pleasure of your Committee of Arbitration to render the following report of their stewardship:

It seems most remarkable that during the period of one year no more than nine cases should be presented for arbitration, with the belief that these cases comprise a good share of the differences arising between members of this Association that could not be satisfactorily adjusted by the parties themselves, and it is certainly gratifying to observe the willingness of members to entrust their differences to your Arbitration Committee. There is little doubt but what all parties to the different cases have been absolutely honest in their convictions, but the cases exhibit a fair example of the technicalities connected with the trade, and there is no other business presenting so many opportunities for difference in what might be termed honest, conscientious opinions, in addition to the fact that the broadening of the business adds perplexities to the situation as time progresses.

We have found on several occasions that the difficulties have arisen from the non-fulfillment of contracts on part of seller, and we have held that the seller is responsible to the buyer in fulfilling all contracts as made, and that his representations shall be reliable and truthful. On the other hand, we have decided that the buyers must protect their purchases when seller has complied with terms of contract or be liable for any damage and loss that might accrue as a result of such neglect in business principles.

Your committee has always had before it the principle of equity and justice, giving each case full consideration and sparing no pains or patience to obtain the necessary facts or evidence to, as far as possible, enable it to arrive at a satisfactory and justifiable conclusion.

Attached herewith are the detailed decisions of your committee in each case, which may be read by anyone interested or by the Secretary of the Association if this body so orders.

Respectfully submitted,

ISRAEL P. RUMSEY,
Chairman,

JAY A. KING,
WARREN T. McCRAE.

ARBITRATION CASES DECIDED 1903.

Funsten Bros. & Co., St. Louis, Mo. (\$2.31), vs. E. R. Ulrich & Sons, Springfield, Ills. (\$4.29).....	1.98
Connor Bros. & Co., St. Louis, Mo., vs. Morgan, Walker & Co., Columbus, Miss.	45.00
W. W. Alder, Buffalo, N. Y., vs. F. B. Mills, Rose Hill, N. Y.	106.18
Moses Bros. Mill & El. Co., Great Bend, Kan., vs. Richardson & Company, Chicago, Ill.	99.96
J. Rosenbaum Grain Co., Chicago, Ill., vs. Hunter & Co., Okarche, O. T.—Appeal Case.	313.35
H. L. Strong Grain Co., Kansas City, Mo., vs. Geo. W. Brooke, Atlanta, Ga.	250.00
Dumont, Roberts & McCloud Co., Decatur, Ill., vs. Gale Bros., Cincinnati, Ohio	40.63
W. M. Galt & Co., Washington, D. C., vs. Calumet Grain & El. Co., Chicago, Ill.	167.00
To this will probably be added..	20.00
Chapin & Co., Philadelphia, Pa., vs. W. H. Merritt & Co., Chicago, Ill.	156.01
	\$1,200.11

The Pres.: We have telegrams here from Buffalo, Milwaukee and Detroit, asking for

the convention next year. There are representatives here also from New Orleans. We shall be pleased to hear from any of the gentlemen who wish to present invitations in behalf of their respective cities. Who shall we hear from first?

E. P. Bacon and R. B. Watrous spoke for Milwaukee.

J. D. Shanahan and Curt M. Treat, for Buffalo.

E. J. Smiley, J. C. Robb and J. D. Leonhardt, for New Orleans.

Mr. Saylor and W. F. Dousman, for St. Louis.

The President: The committee to confer with the Agricultural Department for the improvement of grain is J. A. King, E. P. Bacon and J. L. McCaul; that is the standing committee.

F. P. Lint: It seems to me that if the gentlemen who advocate the different places will put on paper the accommodations, the rates their hotels will give this Association, what the railroads will do, etc., and send it to the Secretary of the Association, when the new Board meets all these things could be taken into consideration. I make this simply as a suggestion.

The President: You understand, all this comes up before the directors, and the directors decide as to the place. This is merely a matter of giving you an opportunity to express yourselves, and the directors will be glad to take up anything of benefit.

Mr. Snyder: I move to adjourn sine die. Motion seconded and carried.

Adjourned sine die.

Seeds

The Mann Seed Co. has been incorporated at Portland, Ore.

Bennader & Homan, of Lodi, O., report clover seed as very scarce.

The W. W. Cargill Co., at Simpson, Minn., reports timothy as poor.

The Emerson Seed Co. will move its plant to Fremont, Neb., from Waterloo.

O. A. Talbott & Co., of Keokuk, Ia., are very large handlers of timothy seed.

C. H. Adams, of Medora, Ill., reports a very fair yield of clover, and of good quality.

The Ford Seed Co., of Ravenna, O., has filed an involuntary petition in bankruptcy.—T.

A seed warehouse is being erected at Oklahoma City, Okla., by Barteldes & Co., of Lawrence, Kan.

The Whitney-Eckstein Seed Co., of Buffalo, N. Y., will erect a large seed warehouse on a lot 100x150 ft.

J. C. Hadley, of Windfall, Ind., reports that a fine crop of clover seed has been harvested and that the price has made favored ones smile.

Dague & Dickover, of Springport, Ind., report that the clover seed crop in that vicinity will be a short one and not of very good quality.

The heaviest car of timothy seed received at Chicago was unloaded last week. The car contained 775 bags, and was consigned to Creighton & Co.

The railroad companies permit seed to be bagged and shipped to Milwaukee with grain at carload rate, but their rules forbid doing so when the destination is Chicago.—T.

The St. Louis Seed Co. has been incorporated at St. Louis, Mo. The capital stock is \$18,000 and the incorporators are Fred S. Plant, Wm. F. Nichol and N. Y. Plant.

Clover seed receipts at Toledo for the month of September were 12,732 bags; compared with 15,221 bags for September, 1902. Shipments for September were

2,785 bags; compared with 2,105 bags for September last year.

A seed corn famine is threatened in the northwest on account of the failure of corn to mature well. As the best seed should come from acclimated seed the question of where to get next season's supply is serious.

Directors of the Wholesale Seedsmen's League held a meeting Sept. 25 at Chicago. The government appraisers have decided that Phalaris arundinacea is a grass seed, as alleged by the importers, John A. Salzer Seed Co., of La Crosse, Wis., and therefore duty free.

Seed imports of the Philippine Islands during the 11 months prior to June 1 were: Clover seed, 120 pounds; flax and timothy seed, 5,819 pounds; and other seed, except cotton seed, 241,381 pounds; compared with no clover seed, 22,492 pounds of flax and timothy seed and 246,329 pounds of other seed, except cotton seed, for the corresponding months of 1901-2, as reported by the War Department.

Exports of seeds for the 8 months prior to Sept. 1, were: Clover seed, 9,439,617 pounds; flaxseed, 853,244 bus.; timothy seed, 11,697,234 pounds, and other grass seed valued at \$105,977; compared with 4,328,501 pounds of clover seed; 354,464 bus. of flaxseed; 5,403,114 pounds of timothy seed and other seed valued at \$126,359 for the corresponding months of 1902, as reported by O. P. Austin, chief of the bureau of statistics.

There is some shortage on both October and December clover seed. There always is at this time. The leading longs are constitutional bulls who have bought for an investment, not to manipulate market. They have a fair profit now, but show no disposition to take it. They firmly believe in seven-dollar seed on the short crop theory. Whether they will realize their expectations, will depend upon how the crop turns out, home and abroad. It is still an open question, being very irregular.—C. A. King & Co.

All should realize that there are never two seasons just alike. The clover seed crop varies greatly, likewise the demand. Local conditions are of small consequence compared with the outside world. Crops of Canada and Europe, which last year were nearly a total failure, must be considered. Our domestic crop is always the leading factor but conditions abroad decide the export demand and this frequently makes the price. This season is the first in many years that the stocks of old seed are exhausted.—C. A. King & Co.

Factor of safety for a laced belt is one-sixth its breaking weight for leather, and one-eighth for rubber.

The Corn Products Co. is organizing separate corporations in England, France and Germany to push its foreign trade.

Exports of breadstuffs for the 8 months prior to Sept. 1 were: Wheat, 48,525,580 bus.; corn, 69,923,839 bus.; oats, 1,047,799 bus.; rye, 2,586,579 bus.; barley, 3,018,559 bus.; compared with 77,692,846 bus. of wheat, 6,462,561 bus. corn, 2,946,422 bus. oats, 2,024,601 bus. rye, 3,424,991 bus. barley for the corresponding months of 1902, as reported by O. P. Austin, chief of the bureau of statistics. The value of the breadstuffs exported was \$126,914,784, compared with \$108,534,980 for the corresponding months of 1902.

Grain Trade News

CANADA.

Vancouver, B. C.—A. O. Walker has sold his grain and hay business.

Anler, Assa.—The Kelly Milling Co., of Brandon, Man., is building an eltr.

Qu-Appelle, Assa.—The eltr. for the Ogilvie Milling Co. has been completed.

Point Edward, Ont.—The 500,000-bu. eltr. for the Point Edward Eltr. Co. has been completed.

Tyndall, Man.—Several cars loaded with grain were smashed in a slight accident Sept. 20, at this station.

The Canadian Pacific Ry. has reduced its rates on grain and flour from Manitoba to Fort William 3 cents per 100.

East Selkirk, Man.—Wm. Vanhorne will build an eltr. He has a farm at this point containing 5,000 acres. Jas. Gule is his mgr.

Prescott, Ont.—The Prescott Terminal Co. incorporated, \$100,000 capital, to carry on a forwarding, grain delivery and shipping business.

Port Arthur, Ont.—Laborers on the eltr. for the C. N. Ry. struck Oct. 1 for more pay, which the builders, Barnett & Record, have refused.

Deliveries of wheat at the eltrs. since the beginning of the new crop movement have been only half those of last year at the corresponding time.

Fort William, Ont.—During a heavy storm Oct. 3 nearly 100 metallic sheets were torn from the roof of Eltr. D. Repairs were made immediately.

Winnipeg, Man.—During the month of September 3,089 cars of wheat, 39 cars of oats, 21 cars of barley and 8 cars of flax were inspected at Winnipeg.

Shipments of wheat over the Canadian Pacific between Winnipeg and Fort William were delayed for a few days recently by the sinkhole at Dagero.

Winnipeg, Man.—The C. N. Ry. has appointed 6 agents for grain stations along its road and will erect 15 more grain loading platforms in the wheat belt.

Montreal, Que.—The tariff on grain from points in Ontario to the maritime provinces was advanced by the C. P. Ry. Oct 8 from ½ cent to 2 cents per hundred pounds.

Ottawa, Ont.—The bill providing for the building of the National Transcontinental Ry. from Moncton, N. B., to Fort Simpson, B. C., has passed the Dominion House of Commons.—T.

Winnipeg, Ont.—The Canadian Northern has received 40 of the 70 new freight locomotives and expects to handle the increased shipments due to the reduced 10-cent rate on wheat without delay.

Burnside, Man.—The Ogilvie Milling Co. has bot the eltr. of the Burnside Farmers' Eltr. Co. and placed D. L. Sutherland in charge. Thos. Munro has charge of the eltr. for the Northern Eltr. Co.

Port Arthur, Ont.—The 30,000-bu. addition to King's eltr. has been nearly completed. The eltr. will until further notice accept "no grade" wheat only conditionally, owing to a limited storage ca-

capacity. Unless arrangements have been made to ship promptly, the eltr. may have to ship the grain after drying to the C. P. Ry. eltr., at Fort William, or the C. N. Ry. eltr., at Port Arthur, for storage.

Rosthern, Sask., Sept. 29.—We have had a very wet fall. No threshing done up to date; wheat will go 25 bus. per acre on the average; quality will be good. Most of the flax is worthless.—Al Wolbrink.

Winnipeg, Man.—Chas. E. Lewis, Geo. R. Chapin, H. L. Hach, F. Begget and C. S. Brackett, members of the Minneapolis Exchange, who have been on a hunting trip to Gilbert Plains, were visitors at Winnipeg, arriving Sept. 23.

Port Arthur, Ont.—An inspection office has been opened to facilitate business at the C. N. Ry. and King's eltrs., the work having become too large to handle from Fort William. Arthur Gibbs will have charge of the local office.

Toronto, Ont.—Inspectors recently have found several cars of wheat that had been "dogged" with a quantity of inferior wheat in one corner. The shippers suffered the penalty of having the "plugged" cars graded rejected.

Winnipeg, Man., Oct. 3.—Have had about 10 days of good threshing weather; the rain of yesterday was general and will delay threshing. About half the threshing completed in southern Manitoba and about one-quarter completed in northern Manitoba and the Territories; scarcely any threshing done yet in Alberta, owing to the heavy rains. A large proportion of the crop in Manitoba and the Territories is still in stook, as the tendency is to do more stook threshing and less stacking each year.—Campbell, McLean & Co.

Ottawa, Ont.—The bill to amend the Manitoba Grain Act was passed Sept. 24, with the following additional amendments: When informed by the railway company that a car has been allotted to him, the applicant must declare his ability to load the car within 24 hours. If not loaded in 24 hours, his application will be canceled, with a penalty of 25 cents an hour for each hour that the car is held for him by the station agent. If, after having commenced to load, the loading is not completed within 24 hours, 25 cents for each hour's delay. An applicant shall not be required to accept any car that is not sound and in good condition.

Winnipeg, Man.—The Grain Exchange on Sept. 17 amended its rules, as follows: Resolved, that No. 1 northern be the contract grade of wheat, provided that either No. 1 hard and No. 2 northern wheat shall be deliverable on the whole or part of any contract at the difference in prices between grades and the grade of No. 1 northern current on the day of delivery. Any dispute arising between buyer and seller as to the current differences in prices of the several grades shall be determined as, by by-law provided. Provided also that the council may cancel the provisions for the delivery of grades other than No. 1 northern on giving 30 days' notice by posting on the bulletin board of the exchange of its intention to

do so, but all contracts made previous to such cancellation shall remain in full force.

CHICAGO.

Memberships have been selling at \$3,450. The Rogers Grain Co. has succeeded Rogers, Bacon & Co.

Patrick O'Connor has been appointed an official grain sampler on the Board of Trade to succeed Seth Catlin.

The Calumet Grain Commission Co. has succeeded the Calumet Milwaukee Co. and the capital has been increased from \$5,000 to \$10,000.

W. S. Warren, ex-pres. of the Board of Trade, has returned from his trip to Europe and returned to the floor Sept. 29, after the longest absence in many years.

S. S. Driver, who has been with Wright & Taylor for the past 7 years, has severed his connection with them and expects soon to be with another Chicago commission house.

The biggest cargo on record was loaded on the steamer Cornell Oct. 2. The correct weight as tallied by H. A. Foss, Board of Trade Weighmaster, was 47,025 bus. oats and 242,191 bus. corn, a total of 289,216 bus.

J. W. Broughton was elected to succeed E. H. Brown as a member of the executive committee at the recent annual meeting of the Board of Trade Mutual Insurance Assn. J. W. Fernald remains chairman of the same committee. The annual report showed an increase of 35 members for the year and 11 deaths. The assn. has paid out \$307,332 during 11 years.

Wm. J. Taylor, junior member of the firm of Wright & Taylor, was killed Sept. 25 at Wilmette. It is supposed that he thot he was passing his home station, Kenilworth, and jumped from the train under this impression. Mr. Taylor was 36 years of age and had been connected with the Board of Trade for 7 years. By the order of Mrs. Taylor all open transactions in which he was interested were closed at once.

A conference was held Sept. 29 in the offices of the Peavey Grain Co., between committees of the Board of Trade and the New York Produce Exchange to adjust the disputed matter of arbitration of sales made between members of the two exchanges. Altho a final disposition of the question was not effected, each came to a better understanding of the other's views. It was agreed that a binding form of contract is a necessity. The grain shippers met the Chicago committee Oct. 2 to hear the results of their conference with the New York representatives. The committee will report again at another meeting.

ILLINOIS.

May., Ill.—Rudy & Co. will build a 50,000-bu. eltr.

Rowell, Ill.—The Farmers' Eltr. Co. is building its eltr.

Rowell, Ill.—The Rowell Eltr. Co. is enlarging its eltr.

Savoy, Ill.—Wm. Murray has added an ear corn crib to his plant.

Chebanse, Ill.—W. O. Brown is building an addition to his eltr.

Kenney, Ill.—It is reported that J. I. Everson will build an eltr.

Dallas City, Ill.—Black & Loomis are having their eltr. completed.

Carrollton, Ill.—Elmore & Lemmon, of Ashland, will build an eltr.

Croft, Ill.—The eltr. for the Farmers' Eltr. Co. has been completed.

Buckingham, Ill.—Fleming & Brown have succeeded W. J. Herscher.

McDowell, Ill.—Rogers, Bacon & Co. are having their scales remodeled.

Hinsboro, Ill.—E. Eversole & Co. are building an addition to their eltr.

Rantoul, Ill.—The eltr. for Crane, Clark & McCullough has been completed.

Reddick, Ill.—W. J. Hersche, of Buckingham, has bot M. F. Reilly's eltr.

Roselle, Ill.—Work has been begun on a new eltr. for John C. Huttendorf.

Hallville, Ill.—H. C. Suttle has moved the eltr. which he recently purchased and is building an eltr. on the site. Bartlett, Frazier & Carrington will also build an eltr.

Mt. Pulaski, Ill.—H. C. Suttle has increased the capacity of his eltr. to 65,000 bus.

Murdock, Ill.—The National Eltr. Co. is building large corn cribs at Murdock.

Whiteheath, Ill.—The eltr. of Wm. Murray will have a capacity of 50,000 bus.

Emery, Ill.—The Decatur Eltr. Co. has bot the 30,000-bu. house of A. M. Thrift.

Pontiac, Ill.—C. C. Smith has retired from the firm of Smith, Morrison & Co.—T.

Rankin, Ill.—The Rankin Grain Co. is building a double corn crib and floor driveway.

Ballard, Ill.—Kirkpatrick, Lackland & C. have completed the improvements on their plant.

Maroa, Ill.—The Farmers' Eltr. Co. has purchased land on the Vandalia line for a site for its eltr.

Paris, Ill.—Rudy & Co. will install a 30-h. p. gasoline engine and new machinery in their eltr.

Spire, Ill.—T. Shapeland, agt. for Rogers, Bacon & Co. has been transferred from Eylar to Spire.

Ellsworth, Ill.—Wm. Richardson has bot for \$5,600 the eltr. of and succeeded C. H. Whittaker & So.

Blueridge, Ill.—M. Kirk has succeeded James Mills in charge of the grain business of Geo. A. De Long.

Princeville, Ill.—Richard Cox has rented the eltr. formerly operated by J. E. Wakefield for \$45 per month.

Pawnee, Ill.—J. L. Brainard has succeeded E. R. Ulrich & Sons. John Underwood, of Springfield, is mgr.

Philo, Ill.—Howard Parsons has bot the interest of A. H. Edwards in the grain business of Parsons & Edwards.

Hindsboro, Ill.—J. Crawford & Sons, formerly at Lovington, have bot the eltr. of W. E. Foster and taken possession.

Tolono, Ill.—A. H. Edwards, of Philo, has bot the eltr. and coal business of Edw. B. Armstrong and will succeed him Dec. 15.

Kenney, Ill., Sept. 30.—The frost did no damage here. Our corn crop will be large and of a good quality.—Kennedy Eltr. Co.

Esmond, Ill.—D. A. Syme, of Sycamore, intends purchasing the eltr. of N. E. Breaw, which Wm. Ashelford was figuring on some time ago.

Fairbury, Ill.—F. C. Hobart, agt. for Rogers, Bacon & Co., had his hand badly crushed recently while fixing some of the machinery.

Waggoner, Ill.—The Munday-Settemire Co., of Litchfield, has bot the eltr. of and succeeded Geo. Fooks, who will engage in other business.

Douglas, Ill.—F. A. Miller, who recently purchased the eltr. of M. W. Thompson, is a member of the firm of Miller & Graves, at Duncan.

Medora, Ill., Sept. 29.—The wheat sowing is going on in fine shape. The corn cutters say the corn is good and ripening finely.—C. H. Adams.

Cairo, Ill.—Geo. McDaniel will build a \$5,000 warehouse between the spurs of the Mobile & Ohio and the Big Four at the foot of 9th street.

Bearsdale, Ill.—The Bearsdale Grain & Coal Co. incorporated, \$3,000 capital. Incorporators, Geo. W. Lehm, Wm. Baum and John E. Henebry.

Lodema, Ill.—T. E. Stockham, agt. for Bartlett, Frazier & Carrington, has resigned as postmaster and will devote his entire time to the grain trade.

Troy, Ill.—Zenk Bros. have succeeded the B. C. & Z. Milling & Grain Co., which has dissolved. The company has a 2,000-bu. eltr. at Marysville station.

Anchor, Ill.—The Anchor Farmers' Eltr. Co. incorporated, \$3,500 capital, to deal in grain. Incorporators, Jacob Martins, Elton Bane and M. F. Hager.

Sterling, Ill.—Currier & Johnson have bot the eltr. from Mrs. G. T. Elliott. The eltr. has a capacity of about 45,000-bu. and is situated on the C. B. & Q. Ry.

Mackinaw, Ill.—The new eltr. just completed by J. H. Steiner & Son had a narrow escape from fire Sept. 29, when the coal sheds of the company were burning.

Kempton, Ill.—Thos. C. Rickards, formerly of the grain firm of Shearer & Rickards, has been engaged by the Calumet & Western Eltr. Co. to travel in Illinois.

Cissna Park, Ill., Oct. 2.—Farmers are very bullish on oats and are not selling much. Corn entirely out of danger from frost.—C. C. Amsler of Cissna Park Grain Co.

Eldorado, Ill.—The eltr. owned by Skelton & Warren and operated by Showers & Hardy burned Sept. 24 with about 2,500 bus. of wheat. The building was valued at \$3,000.

Harvel, Ill.—The Farmers' Grain Co. incorporated, \$10,000 capital, to deal in hay, grain, coal and supplies. Incorporators, F. D. Belknap, J. A. Bentley and H. H. Hitching.

Stonington, Ill.—C. A. Davis is building a 60,000-bu. eltr. on the Wabash Ry. Both sides and roof are covered with galvanized iron and the office and engine room are of brick.

Findlay, Ill.—The Findlay Grain & Coal Co. incorporated, \$4,000 capital, to deal in coal and grain. Incorporators, Wm. Hendricks, Henry Dick, Jas. R. Snapp, S. L. Bradley, and others.

Bloomington, Ill., Oct. 2.—Corn thru this and surround counties on low lands has been badly hurt by frost and contract corn will be scarce from this territory.—Frank G. Olson, mgr. H. H. Randolph.

Fairbanks Sta., Ill.—C. E. Davis, who recently bot the eltr. of W. R. Winings, will build a 30,000-bu. eltr. John Davis, who now has charge of the eltr. at Chesterville, will manage the plant at Fairbanks.

Paxton, Ill.—Stone & Taylor have bot the H. C. Hall eltr. and will operate it. The firm is composed of W. J. Stone, of

Paxton, and J. A. Taylor, of Arrow-smith. W. M. Hamilton will remain in charge.

Weldon, Ill.—V. C. Swigart is building a 30,000-bu. eltr. which will be connected with the bins of the eltr. which he purchased from his father recently, giving him a capacity of 50,000 bus. The new building will be 36x36x40 ft.

Springfield, Ill.—Judging from the advertisements of Chicago grain commission merchants in the so-called official catalogue and program of the Illinois State Fair, not all of them are averse to going around regular grain shippers for consignments.

Bloomington, Ill.—The Corn Carnival opened Oct. 5 and continued a week. Excursion trains were run at low rates to enable the farmers to see the splendid display of corn prepared by a dozen of decorators working in the Coliseum for several weeks.

Downs, Ill.—The Zorn Grain Co. has completed its 40,000-bu. eltr., which with the old eltr. gives a capacity of 70,000 bus. A gasoline engine and passenger eltr. have been installed and an office for scales and weigh rooms has been fitted up and 7 telephone wires run into it. R. M. Hall is mgr.

Gibson City, Ill.—Work has been resumed on the eltr. for the Farmers' Co-operative Co. The company has bot suit for \$6,500 damages against H. B. Huey, one of the principal stockholders. The basis and purpose of the suit is not clearly known, but it promises interesting developments.

Sibley, Ill., Oct. 7.—The temperature has been about normal in this section for the past week and the corn is out of the way of frost, except the very late planting, which will require 10 days favorable weather to mature. Soft ears are scattered all thru the corn that is generally well matured, and there is likely to be quite a percentage of soft and unmerchantable corn when the crop is gathered. No damaging effect is shown from the late frost except on a few low tracts of ground. Fall plowing completed.—H. R. Sawyer.

Peoria, Ill.—Receipts at Peoria for the month of September, as reported by R. C. Grier, secy. of the Peoria Board of Trade, were: Wheat, 56,800 bus.; corn, 1,692,600 bus.; oats, 785,800 bu.; rye, 11,200 bus.; barley, 83,200 bus., and 6,000 tons of hay; compared with 281,000 bus. of wheat; 1,068,350 bus. of corn; 974,400 bu. of oats; 71,700 bus. of rye, 132,250 bus. of barley; 30,000 pounds of broom corn, and 2,700 tons of hay for September last year. The shipments for September were: Wheat, 39,200 bus.; corn, 517,200 bus.; oats, 698,000 bus.; rye, 9,600 bus.; barley, 25,200 bus., and hay, 1,470 tons; compared with 185,550 bus. of wheat; 323,000 bus. of corn; 811,000 bus. of oats; 26,100 bus. of rye; 47,200 bus. of barley; 15,000 pounds broom corn and 330 tons of hay for September last year.

INDIANA.

Boswell, Ind.—E. C. Laughlin, a local grain dealer, died recently of paralysis.

Ft. Wayne, Ind.—The Eastern Indiana Grain Dealers Assn. held a meeting at the Wayne hotel Oct. 1.

Springport, Ind., Oct. 5.—Corn about 2-3 of a crop, fairly good. Oats a very short crop; quality fair.—Dague & Dickover.

Roachdale, Ind.—The eltr. for Jessup & Wheeler, of Bloomingdale, has been about

completed and new machinery is being installed.

Windfall, Ind.—Geo. C. Wood will enlarge his eltrs. at Windfall and Curtisville and will probably install new machinery.

Aylesworth, Ind.—The eltr. of Jones Bros. burned Sept. 25, with 1,000 bus. of wheat and 1,500 bus. of oats. Loss, \$8,000; insurance, \$4,000.

Frankfort, Ind.—Wm. T. McBride has retired from the Frankfort Grain Co. but the business will be continued by Morton L. Conley under the same style.

Windfall, Ind., Oct. 3.—Corn in this locality practically all matured. Wheat seeding completed and in fine condition with an increased acreage. New corn will move about Nov. 1.—J. C. Hadley.

Indianapolis, Ind.—The American Hominy Co. has bot 5 of the eltrs. of F. M. Murphy & Co., who, it is reported, are thinking seriously of going out of business. The eltrs. will be operated under the name of National Eltr. Co.

Indianapolis, Ind.—The Chicago Board of Trade has given notice that it will appeal to the United States Court of Appeals from the decision of Judge Anderson denying the Board protection from bucket-shops using the continuous quotations for gambling.

Valparaiso, Ind.—W. L. Maxwell & Co. have let the contract for a 60,000-bu. eltr. to C. M. Seckner & Co. It will be equipped with a 50-h. p. gas engine, shell-er, corn cleaner, car puller, grain drier, 2 stands of eltrs., belt conveyor, wagon scales, and hopper scales.

IOWA.

Dewar, Ia.—Follett & Emert will install a cleaner.

Hawthorne, Ia.—G. E. Anderson is building a 30,000-bu. eltr.

Lake Park, Ia.—H. A. Weimer, of Harris, will build an eltr.—T.

Farson, Ia.—The eltr. for the Neola Eltr. Co. is about completed.

Orange City, Ia.—The eltr. for Geo. C. Oelrich has been completed.—T.

Ridgeway, Ia.—The Farmers' Grain & Stock Co. has completed its eltr.—T.

Atlantic, Ia.—Harris & Peterson have rented the eltr. operated by Henshaw & Ringle.

Logan, Ia.—The Logan Milling Co. is shipping considerable surplus grain this season.—T.

Marshalltown, Ia.—A meeting of grain dealers was held Sept. 28 to consider the grading of oats.

Oto, Ia.—Fred Cline has succeeded T. A. Strong as mgr. for the Oto Grain & Live Stock Co.—T.

Lehigh, Ia., Oct. 1.—About 10 per cent of the usual crop for both corn and oats.—Geo. W. Post & Son.

Haskins Sta., Washington P. O., Ia.—Work has been commenced on the eltr. for the Neola Eltr. Co.

Yarmouth, Ia.—S. Koerner, of Packwood, has bot the eltr. of John W. Hardin and took possession Oct. 5.

Rock Valley, Ia.—H. E. Rounds, proprietor of the local mills, is shipping some surplus grain this season.—T.

Williamsburg, Ia.—J. F. Spear is mgr. of the eltr. which the Jackson Grain Co. has bot from D. J. Jenks & Son.—T.

Renwick, Ia.—The Wisconsin Lumber Co. is running the eltr. for the Northern Grain Co. at Renwick.—L. B. Munger.

Gowrie, Ia.—Henry Grube, of Schneider, Ind., has succeeded J. F. Larson as agt. for the Chicago Grain & Eltr. Co.

Dewar, Ia., Sept. 30.—Corn is coming our way and we will have a good deal of it. Oats are very light.—Follett & Emert.

Rodman, Ia.—E. G. Simpson & Co., of Iowa Falls, have bot the eltrs. of the Devereux Eltr. Co. at Rodman and Westbend.

Blanchard, Ia.—Walkinshaw & Co. have bot the eltr. owned by J. Cole, and operated by J. A. Funk, and will operate it.

Belleplaine, Ia.—R. C. Dugan is mgr. for the Northern Grain Co. Mr. Dugan was formerly mgr. for the company at Renwick.

Paton, Ia.—The eltr. of J. S. Williams burned Sept. 29 with a quantity of grain. Insurance, \$3,000 on building and \$500 on grain.

Salix, Ia.—E. E. Huntley will operate the eltr. which he recently bot under the name of Huntley & Pepin, from his office in Omaha.

The Mississippi river has flooded thousands of acres of corn in the low lands near Clinton, Ia. In some fields the water is 6 feet deep.

Des Moines, Ia.—H. H. Ray, who had charge of the Des Moines office of the J. Rosenbaum Grain Co., has been transferred to the Chicago office.

Arcadia, Ia.—J. C. Pruter, who was formerly of the grain firm of Hoch, Rottler & Pruter, is secy. of the Arcadia Eltr. Co. and directs the shipments.—T.

McGregor, Ia.—Gilchrist & Co. will replace their recently burned plant by a modern eltr. The eltr. of E. P. Bacon will not be rebuilt at present.—T.

Council Bluffs, Ia.—The Trans-Mississippi Grain Co. is improving its terminal eltr. and changing the legs to accommodate the longer cars now unloaded.

McCallsburg, Ia., Oct. 3.—The grain business has been very light this fall owing to light crop of oats. Early planted corn not injured by frost.—P. C. Hanson & Sons.

McCausland, Ia.—H. G. E. Oelfke, of Emmetsburg, has succeeded Mr. Bethel as mgr. of the eltr. of the Rothschild Grain Co. Mr. Bethel has been promoted to Davenport.

Iowa City, Ia.—The Geo. Hummer Mercantile Co. has acquired the brick building formerly used as a mill and are buying grain for grinding and shipment to terminal markets.—T.

Missouri Valley, Ia.—The eltr. of the Updike Grain Co. burned Oct. 8 with 300,000 bus. of grain. The loss on grain is \$150,000, with 25 to 40 per cent salvage. Entire loss, \$250,000; fully insured.

Lohrville, Ia., Oct. 3.—Our oats this year were poor, going from 20 to 30 bus. per acre. Corn planted in May is fair, but late planted corn will be very light. Hay was good and well taken care of. Pastures are as good now as they were at any time this season.—H. C. Robeson, agt. Neola Eltr. Co.

KANSAS.

Dentonville, Kan.—Geo. Potts has sold out.—T.

Frankfort, Kan.—The C. G. Lint Co. has its eltr. about completed.

Bellaire, Kan.—O. H. Schenck & Co. have installed a new car loader.

Prairieview, Kan.—The Farmers' Ship-

ping Assn. has bot the eltr. of Walker & Son.

Atchison, Kan.—The Hinds & Lint Grain Co. will build a large eltr. at Atchison.

Freeport, Kan.—The Farmers' Co-operative Grain Co. incorporated, \$5,000 capital.

Frankfort, Kan.—Ed. Behling has succeeded Ed. Smith as mgr. of the eltr. for Fisher & Son.

Centralia, Kan.—Ed. Smith, formerly with Fisher & Son at Frankfort, has been transferred to Centralia.

Frankfort, Kan.—Fred Fisher, of Fisher & Son, has sold his residence, and says he will live in the eltr. until the present corn crop has been moved.

Wakefield, Kan.—H. Neomoiller & Son have succeeded the Wakefield Mill & Eltr. Co., the other partners having retired.

Centralia, Kan.—Fisher & Clift have bot the Denton Bros. eltr. Mr. Fisher is of the firm of Fisher & Son, of Frankfort, and Mr. Clift is from Edgar, Neb.

Great Bend, Kan.—The mill and eltr. of Geo. H. Hulme burned Sept. 26. The fire is supposed to have started from a hot box in the third story. Loss, \$30,000; partially covered by insurance.

Pratt, Kan.—Robert Eggleston is building a 6,000-bu. eltr. M. J. Travis has the contract. A 4-h. p. Witte Gasoline engine will be installed. Lumber for the eltr. was washed away Sept. 29 during a cloud burst.

Topeka, Kan., Oct. 5.—Over a tenth of the corn crop exposed to frost; early corn being marketed, good crop; late corn ripening rapidly, good crop in central and east portions; wheat sowing continues, early sown up, fine stand, growing well.—Government Report.

Cullison, Kan.—The 12,000-bu. eltr. for the Farmers' Co-operative Grain Co. has been completed by M. J. Travis. An equipment of hopper scale, No. 4 Monitor Cleaner, No. 8 Bowsher Mill, pneumatic conveyor and a 15-h. p. Witte Gasoline Engine has been installed.

Atchison, Kan.—Hinds & Lint, operating an eltr. at Stella, Neb., have organized the Hinds & Lint Grain Co. and have started in business at Atchison. F. P. Lint, who for several years has traveled in Nebraska for the Greenleaf-Baker Co., is secy. and treas. of the new company.—E. C.

Solomon, Kan.—The Farmers' Grain, Live Stock and Co-operative Mercantile Co., which started 2 years ago to eliminate the country buyers and line eltr. concerns, has called on the stockholders for an assessment of 100 per cent. The business evidently has not proved as profitable as expected.—T.

Belpre, Kan.—D. G. Donovan has 50,000 bu. of grain piled up along the railroad tracks near his three eltrs. and finds that the new rule apportioning cars works against him. He says: "I have on hand about 60,000 bus. to ship and the other two small eltrs. only what they have under cover, yet they get as many cars as I do, and under the law which compels the road to furnish cars at each station to the shippers in regular order, they are entitled to the cars they get, and neither the agent nor the officials of the road have any right to do any other way. The trouble is with the law, and our legislators all over the state should take notice of this and seek to find a remedy. To my notion, buyers should be supplied with cars according to the capacity of their

eltrs.; otherwise the man with a dump and little eltr. can ship as much grain as the man with large storage capacity. The result of the present system, if some check is not applied, will be the establishing of large companies controlling every line of road, operating with very small eltrs., and the freezing out of all independent buyers and farmers' associations."

KENTUCKY

Princkard, Ky.—Ryley & Collins will improve their eltr.

Franklin, Ky.—About 8,000 bus. of wheat in the eltr. of the Eagle Mills, owned and operated by W. J. Clark, were practically ruined during a fire in the mill. The loss is covered by insurance. Operations will be resumed as soon as possible.

MARYLAND

Baltimore, Md.—Two of the workmen on the eltr. for the Northern Central Railway Co. were injured recently, being thrown 35 ft. to the ground by the breaking of a supporting rope.

Baltimore, Md.—The first southern corn was received by J. K. B. Emory & Co. Oct. 2. It was shipped from Caroline county and consisted of 15 bags. Altho in a very damp condition it brot 55 cents per bu.

Baltimore, Md.—The Pennsylvania Ry. has placed a temporary embargo on oats, rye, and wheat to Baltimore on account of the serious congestion here. It is expected that the congestion will be reduced soon so as to permit the raising of the embargo.

Baltimore, Md.—H. A. Wroth, sec. of the Chamber of Commerce, has taken up certain proposed amendments to the Interstate Commerce Law which it is believed will aid in removing the discriminations said to be made against this city by the railroads.—T.

MICHIGAN.

Lamb, Mich.—The Shanahan Eltr. Co. has been organized with \$5,000 capital, and has succeeded M. P. Shanahan.—T.

Stockbridge, Mich.—The Stockbridge Eltr. Co. incorporated, \$10,000 capital, to do a general grain business.—T.

Silverwood, Mich.—F. M. Greenough & Co., of Toledo, O., have leased the eltr. from W. I. Biles for a term of 3 years. Mr. Biles is connected with the company as superintendent of the buyers of grain and hay and will soon move to Detroit.

Sturgis, Mich.—Southern Michigan will have the largest corn crop this season it has had for several years with quality good and ears well filled. Weather has been favorable for wheat and rye seedling.—J. W. Baluss, mgr. Baluss-Dawson Co.

Westbranch, Mich., Sept. 28.—From Aug. 28 to Sept. 19 we had 5 days without rain; 2 days of sunshine and no wind, and the result was many thousand bus. of sprouted and damaged peas; 20,000 bus. would be a low estimate for Ogemaw county, and some counties were even worse. Late oats are almost worthless.—Evans Seed Co.

Schoolcraft, Mich., Sept. 29.—Yield of wheat above the average this year and quality extra good. Oats a very short crop and rather light-weight but good color. Rye average crop and quality very nice. Corn the heaviest crop we have known for many a year and quality prom-

ises to be excellent; almost entirely out of the way of frost now excepting a few scattering fields.—W. J. Thomas & Co.

Lansing, Mich., Oct. 9.—The estimated number of acres of wheat on the ground last April was 833,000. Of this whole amount 604,000 acres were in the southern counties, 162,000 in the central counties, 64,500 in the northern counties and 2,500 in the upper peninsula. The final estimated yield per acre in the State and in each of the sections is 16 bushels. From this we would estimate that the total yield for 1903 is 13,500,000 bus. The total number of bushels of wheat reported marketed in the two months, August and September, is 1,319,301, which is 324,600 bushels more than reported marketed in the same months last year. The acreage sown this fall as compared with an average is .82. The estimated average yield of oats per acre in bus. is, 31 in the southern counties, 30 in the central counties, 29 in the northern counties and 30 in the State. The prospect at present is for a good crop of corn in spite of the fact that conditions have been adverse throughout the most of the season. Some immature corn and some fields where the crop has been abandoned, yet in most cases the yield and quality will be better than the average of recent years. The estimated average yield per acre is 33 in the state. The bean crop made a great growth this year and only fair weather was necessary to secure a good crop. This one condition has been lacking, and as a result there will be many damaged beans again this year. The estimated yield of beans is 13 bushels per acre in the State and each of the sections. The average yield of buckwheat per acre in bushels is 16 in the southern and central counties and State and 18 in the northern counties.—Fred M. Warner, Secretary of State.

MINNEAPOLIS

Miss Hannah Dunwoody, daughter of John Dunwoody, was married Oct. 7 to Fayette Bousfield.

The Minnesota Linseed Oil Co. will build a 5-story brick and stone warehouse, 117x153 ft.

The Minneapolis Grain Co. and Andrew Felson have brot suit against the G. N. Ry. for \$1,200 damages for the loss of 2,800 bus. of grain which was burned.

Rollin E. Smith & Co. have taken an office in the Chamber of Commerce building and will handle cash grain and grain for future delivery. They are local representatives of Richardson & Co., of Chicago.

J. J. Holmquist, secy. and mgr. of the Holmquist Grain & Lumber Co., of Oakland, Neb., and connected with the Merriam & Holmquist Co., of Omaha, has purchased a membership in the Chamber of Commerce.—T.

Of the 17 flour mills of the Pillsbury-Washburn, the Washburn-Crosby and Consolidated Milling Companies, at Minneapolis, 14 have been closed by the strike which started at midnight Sept. 23. The 3 remaining mills will be run until the wheat in the bins has run out and then they will be closed unless the strike is settled.

The Prairie Eltr. Co. incorporated, \$100,000 capital, with a limited indebtedness of \$250,000, to own and operate eltrs. and warehouses for the storage and handling of grain. Incorporators, Perce L. Howe; Albert M. Sheldon; Jos. F. White; Wm. B. Bennett and Frank H.

Ellis. The officers are: P. L. Howe, pres.; Jos. F. White, secy., and A. M. Sheldon, treas. and mgr.

Preston Y. Dunwoody, son of John Dunwoody, who is treas. of the St. Anthony & Dakota Eltr. Co., died Sept. 28, aged 26 years. Mr. Dunwoody had been employed in the office of the Washburn-Crosby Co. and when the strike was declared was among those who went to work in the mills. He ruptured a blood vessel while trying to lift a heavy sack of flour and died 2 hours later.

The Chamber of Commerce held its annual election of officers Oct. 1. Jas. Marshall was re-elected pres.; G. F. Piper was elected vice-pres. The directors elected were: J. H. Martin, J. L. Tracy, W. A. Freemire, A. H. Poehler and J. R. Marfield. Board of arbitration: L. Christian, L. C. Remund and Austin A. Beltz. Board of appeals: Thos. N. Taylor, G. A. Duvigne, and W. O. Timmerman.

The McCaull-Webster, Pillsbury, Consolidated, Washburn-Crosby, St. Anthony Eltr, Poehler, Watson and Cargill clubs have organized the Office, Grain & Flour Bowling League, which will have a schedule of 4 games a week for 21 weeks. The officers are: R. S. Stevens, pres.; H. P. Sommers, secy.; Geo. Dougherty, treas. The McCaull-Webster team won 3 games from the Washburn-Crosby team Oct. 6, the first night of the season.

MINNESOTA.

Alexandria, Minn.—The Imperial Eltr. Co. has built an eltr.—T.

Winnebago City, Minn.—Fred Oligher has charge of the eltr. of P. A. McGregor.

Lewiston, Minn.—C. L. Jogow is buying grain for I. C. Slade this season.—T.

Owatonna, Minn.—The eltr. of the Hastings Milling Co. has been repaired.

Ruthon, Minn.—D. C. Harrington has bot the Ayres eltr. and is making repairs.

Rice, Minn.—The Powers Eltr. Co. is operating 2 eltrs, at Rice this season.—T.

Monterey, Minn.—H. J. Reis has built a 16x24 addition to his eltr. for a feed room.

Horton, Minn.—Wm. Thomas has taken charge of the eltr. for the W. W. Cargill Co.

Blue Earth, Minn.—Neil Sullivan, formerly of Imogene, is buyer for the Pfeffer Eltr. Co.

Kasota, Minn.—The eltr. for the Hubbard & Palmer Co., of Mankato, has been completed.

Dodge Center, Minn.—The Taylor Eltr. Co. has leased the Howard Eltr. for the season.—T.

Barry, Minn.—Fred J. Reynolds will operate a feed mill in connection with his new eltr.—T.

Holloway, Minn.—The W. W. Cargill Co. has its new eltr. on the G. N. Ry. in operation.—T.

McIntosh, Minn.—Andrew Lundgren has succeeded Herman Helgeson as mgr. for Andrews & Gage.

Climax, Minn.—J. A. Monson has charge of the eltr. for the St. Anthony & Dakota Eltr. Co.—T.

St. Charles, Minn.—The eltr. of F. Blankenburg was damaged during the heavy storm of Oct. 3.

Winona, Minn.—The G. C. Stevenson Co., of St. Charles, has a terminal eltr. at Winona this season.—T.

Empire, Minn.—Martin Schuler succeeded his brother for a few months as mgr. for the Iowa Grain Co.

Truman, Minn.—The Farmers' Eltr. Co. has secured a site on the C. S. P. M. & O. Ry. and will build an eltr.

Crookston, Minn.—The Crookston Hemp & Fiber Co. has been formed with \$10,000 capital, by Louis Fontaine and others.

Hallock, Minn.—N. A. Robertson, formerly owning an eltr. at Elkton, is agt. for the St. Anthony & Dakota Eltr. Co.—T.

Sherburn, Minn., Oct. 5.—The excessive rains of late have caused much loss to grain both in shock and stack. Yield under the average, with little or no corn for market.—W. F. Prescott, agt. Great Western Eltr. Co.

Lake Benton, Minn.—The new eltr. for the Lake Benton Milling Co. has been nearly completed and will be used for both storage and shipping.—T.

Browerville, Minn.—Thos. Heid has bot the old eltr. of J. H. Sheets and has remodeled it and installed Fairbanks Dump Scales and gasoline engine.—F. W. W.

Newhouse, Minn.—Farmers in the vicinity of Newhouse have requested E. J. Foss, agt. for L. N. Loomis, to purchase a carload of macaroni wheat for seed.—T.

Lake Benton, Minn.—The Lake Benton Milling Co. has let the contract for the erection of an eltr. to be run in connection with its mill to Honstain, Bird & Co.

Empire, Minn., Sept. 28.—Heavy rains in the early part of September spoiled a great deal of sack threshing.—F. T. Lapitz, grain buyer for Sheffield-King Milling Co.

Owatonna, Minn.—John Kendall has bot the eltr. of the Imperial Eltr. Co. and will engage in the grain buying business in connection with his flour and feed business.

Sleepy Eye, Minn.—John D. Kett, formerly with the Western Eltr. Co. at Winona, is traveling wheat inspector for the Bay State Milling Co. with headquarters at Sleepy Eye.

The 750,000 acres of Indian lands, taken from the Chippewa reservation in Minnesota, will be opened for settlement Nov. 10, by officials of the Crookston and Cass Lake land office.

Granada, Minn.—F. R. Fields is mgr. of the Granada Grain & Implement Co. which carries on the business formerly conducted by A. A. Williams, who still has an interest in the business.—T.

Simpson, Minn., Oct. 8.—The barley crop is a fine yield. The oats are poor and about 20 per cent. less than last year; flax about 50 per cent. and poor. Corn is no good at all.—Agt. W. W. Cargill Co.

Empire, Minn.—Wm. Sheehan, of Hartland, is grain buyer for the Sheffield-King Milling Co. during the absence of F. T. Lapitz, who is taking a vacation and will visit Montgomery, Minn., and Britt, Ia.

Heron Lake, Minn.—The Benson Grain Co. has increased its capital to \$200,000. The officers are: J. W. Benson, pres.; F. S. Kingsbury, vice-pres.; V. E. Butler, secy. and treas.—T.

Austin, Minn.—The business formerly conducted by the Smith-McLaughlin Eltr. Co. is now being carried on in the name of E. T. Bemis, altho the same financial interests are represented. Mr. Smith has been elected county treas.—T.

The increase in the assessment of grain eltrs. in Minnesota this year is \$106,407. The eltrs. in St. Louis county are assessed at \$223,419 and those in Hennepin County at \$87,310. Clay and Polk Counties are about on a par at \$100,486 and \$100,288, respectively.

Winona, Minn.—The Van Dusen-Harrington Co. has leased Eltr. A from the Atlas Eltr. Co. and will equip it with barley cleaning machinery. J. D. Jones, formerly mgr. for the American Malting Co., will superintend the plant and look after the shipping.—T.

Ashby, Minn., Sept. 25.—Crops are all good this year. Wheat is going as high as 25 bus. per acre. Flax is also a good crop. About all the wheat was stacked here before the big rain and the most of it is coming out good quality, grading No. 2 Northern.—F. W. W.

The eltr. interests of the Wykoff Grain Co. in southern Minnesota, it is understood, have been merged with the S. Y. Hyde Eltr. Co. and J. R. Murrell will assist in conducting the latter's business. Arrangements have been made with a large number of independent dealers to buy on joint account.—T.

St. Charles, Minn.—During the tornado of Oct. 3 considerable damage was sustained by the grain interests of St. Charles. The roof was blown from the eltr. of the G. C. Stevenson Co., whose plant was badly wrecked. The residence of N. Zeches, of N. Zeches & Co., was destroyed by the storm; loss \$2,000. The eltr. of Louis Schnell was wrecked. Loss, \$6,000; insurance, \$2,000.—T.

Duluth, Minn.—The charge of \$3 for switching grain from Duluth to Superior has been done away with by the Northern Pacific Railroad. The following notice became effective Oct. 1: "Any grain for which shippers desire to get the benefit of optional delivery at Duluth, Superior or Nettleton avenue, in Superior, should be consigned to Duluth for orders, and after inspection at that point, reconsigning orders will be accepted for forwarding to mills or elevators on tracks of this company, at Duluth, Superior, or Nettleton avenue in Superior, without additional switching charges. Direct consignment to the terminals named is urged when practicable, as any abuse of the reconsigning privilege at Duluth may necessitate its cancellation."

MISSOURI.

Kansas City, Mo.—The Farmers' Grain Co. has moved its headquarters from Enterprise, Kan., to Kansas City.

Kansas City, Mo.—The Q Eltr. Co. incorporated, \$2,000 capital. Incorporators, L. E. James, N. H. Hand and C. S. Pitkin.

Kansas City, Mo.—The C. W. Wright Commission Co. has succeeded the Wayland-Wright Grain Co. C. W. Wright is mgr.

Kansas City, Mo.—The Western Eltr. Co. incorporated, \$10,000 capital. Incorporators, C. W. Hastings, Geo. M. Meyers and C. H. Kennedy.

Kansas City, Mo.—The Abell Brokerage Co. incorporated, \$2,000 capital. Incorporators, Annabel C. Abell, Jas. P. Lombard and Portia A. Townsend.

St. Louis, Mo.—The directors of the Merchants Exchange have authorized trading in 1,000-bu. lots of grain. Since Sept. 22 many trades have been made in the small lots.

St. Louis, Mo.—As the Q system has its own yard for track deliveries in No. St.

Louis considerable grain can be handled from there. Other lines running down the west bank of the river are still tied up by the refusal of the Terminal Ry. to make local deliveries of freight arriving via those routes.—T.

St. Louis, Mo.—The C., B. & Q. R. R. issued the following car service order Sept. 30: "We will now accept grain for shipment to or beyond via St. Joseph, Kansas City, St. Louis and E. St. Louis. However, grain for shipment to St. Louis and E. St. Louis will be accepted only with the understanding that grain will be unloaded in elevators in St. Louis and E. St. Louis if not disposed of within 48 hours after arrival at those points. Agents will be careful to accept billing and execute bills of lading in strict confirmation with this provision.

St. Louis, Mo.—The offices of the Rialto Grain & Securities Co. were raided Sept. 30 and Hugh C. Dennis, pres. of the company, has been indicted by the grand jury on 5 counts, 3 charging grand larceny, 1 charging the operation of a bucket shop and 1, in which his attorney is named also, charges conspiracy to defraud. The company has brot suit against the sheriff and the circuit attorney and his assistant for \$50,000 damages, and H. C. Dennis has also filed suit against the same defendants for the same amount of money, charging deprivation of his liberty and subjection to great odium.

Jefferson City, Mo., Oct. 5.—The month of September was generally favorable for the development of the corn crop, and while light frosts have occurred during the month, no damage was sustained. The crop shows a gain of 2 points during the month, taking the state as a whole. The present condition is 79, which indicates an average yield equal to the average for the last 5 years. The present area under cultivation is 6,402,000 acres, a decrease of about 17 per cent from the acreage of 1902. Of the entire acreage only 73 per cent is entirely mature and safe, while 1,171,000 acres are liable to injury from frost. Most of this immature corn may be used for feed to good advantage, but little will be secured as merchantable corn. A revised and final estimate of the wheat crop shows that 11 per cent of the crop was not harvested, reducing the acreage to 2,498,000, and the average yield being 10 bus., the total product is 24,980,000 bus. Except in some of the southeastern counties, where it is too dry for seeding, the new crop is being sown in good condition, and much is looking well and growing rapidly. Of the whole acreage 56 per cent was sown by Sept. 30. The total acreage of wheat will be but a slight increase over that of last season, the central and southwestern sections showing an increase, while other sections show a decrease.—Geo. B. Ellis, secy. of state board of agriculture.

NEBRASKA.

Omaha, Neb.—T. B. Baker will build a 50,000-bu. eltr.

Benson, Neb.—Jos. McGuire is building a 20,000-bu. eltr.

Gretna, Neb.—O. C. Higbee is buyer for the Duff Grain Co.

Cordova, Neb.—The J. E. Dorsey Grain Co. has repaired its eltr.

Memphis, Neb.—The Memphis Eltr. Co. intends building an eltr. at once.

Exeter, Neb.—The Nebraska-Iowa Grain Co., of Omaha, will build an eltr.—T.

Omaha, Neb.—Merriam & Holmquist will double the capacity of their eltr.

Holbrook, Neb.—A 6-h. p. gasoline engine will be installed in the eltr. of G. W. Wirt.

Dixon, Neb.—Frank Hopkins has succeeded D. C. Carroll as mgr. of the eltr. for the Atlas Eltr. Co.

Murdock, Neb.—O. H. Eggleston, of Lincoln, has bot the eltr. of the Nebraska Eltr. Co. and will operate it.

Dwight, Neb.—R. A. By & Son recently sustained loss from a fire which broke out in one of their warehouses.—T.

Omaha, Neb.—As an instance of the discrimination against Omaha grain dealers quote the rate from Falls City on wheat, which is 16 cents to Omaha and 8 cents to Kansas City, altho the distance is the same to both points.

Omaha, Neb.—The Nebraska Hay & Grain Co. is building a 20,000-bu. eltr. at Walnut Hill, a suburb of Omaha.

Omaha, Neb.—The J. Rosenbaum Grain Co. has moved its Des Moines office to Omaha. W. S. Dexter is in charge.

Sterling, Neb.—Thos. Cochrane has installed a Howe Gasoline Engine purchased from the York Foundry & Engine Works.

Hay Springs, Neb.—Ed. H. Magowan has bot the warehouse of N. S. Bristol & Co. and will engage in the grain business.—T.

Omaha, Neb.—The Twambly-Dawson Grain Co. incorporated, \$25,000 capital. Incorporators, D. G. Dawson and E. C. Twambly.

Mead, Neb.—One of the workmen on the new eltr. for the Westbrook-Gibbons Grain Co. fell recently but was not seriously injured.

Fremont, Neb.—Mrs. A. J. Fowler, mother of Frank Fowler, who is secy. of the Nye-Schneider-Fowler Co., died recently in Omaha.

Brady, Neb.—E. G. West, of Gothenburg, is building an 8,000-bu. eltr. A 5-h. p. gasoline engine will be installed. Geo. Swancutt will be mgr.

Indianola, Neb.—The Farmers' Co-operative Grain & Live Stock Co. has let the contract for an eltr. to have a capacity of 10,000 or 12,000 bus.

Shelby, Neb.—A. C. Dunning, formerly mgr. for the Omaha Eltr. Co. at Rising City, will engage in the grain business with his father at Shelby.

Wood River, Neb.—The Conrad Grain Co. is repairing its eltr., machinery and supplies being furnished by the York Foundry & Engine Works.

Bristow, Neb.—J. F. Larson, formerly with the Chicago Grain & Eltr. Co. at Gowrie, Ia., is agt. for the Trans-Mississippi Grain Co. at Bristow.

Omaha, Neb.—The Commercial Club will organize a grain exchange to promote the interests of the grain market of Omaha and to secure equitable rates.

Firth, Neb.—W. J. Crandall is adding a large storage bin to his eltr. and will install a new eltr. equipment, furnished by the York Foundry & Engine Works.

Rockville, Neb.—The Wells-Hord Grain Co. has installed an 8x16 ft. Howe Dump Scale, with controllable dump, furnished by the York Foundry & Engine Works.

Blue Springs, Neb.—The Omaha Eltr. Co. is renovating its eltr. and will install a completed eltr. equipment, including a Howe Gasoline Engine, bot from the York Foundry & Engine Works.

Schuyler, Neb.—The Wells, Abbott &

Nieman Co. will install a 46-ft. 80-ton Howe Track Scale, furnished with a Howe Type-Registering Beam, bot from the York Foundry & Engine Works.

Blue Springs, Neb., Sept. 24.—The present outlook is for an average good corn crop in this part of Nebraska. The early planted, which is about 30 per cent of the crop, is fully out of danger of frost now. —Wm. Craig, mgr. Blue Springs Farmers' Eltr. Co.

Omaha, Neb.—In his speech before the real estate exchange Sept. 23, Nathan V. Merriam made comparisons with other cities that are grain markets. Mr. Merriam said Nebraska raises 300,000,000 bus. of grain, every bu. of which is tributary to Omaha. In addition Kansas should send to Omaha 50,000,000 bus., South Dakota 50,000,000 bus. and Iowa 100,000,000 bus.

NEBRASKA LETTER.

Loup City, Neb.—E. G. Taylor has transferred his headquarters from Ashton to Loup City.

Nebraska City, Neb.—The A. J. Denton Grain Co., recently organized, has succeeded the E. C. Jones Grain Co.

Fremont, Neb.—Frank Fowler, of the Nye-Schneider-Fowler Co., underwent an operation for appendicitis Oct. 5 and is recovering rapidly.

Omaha, Neb.—The recent festivities in Omaha have brot many grain men in from the state whose reports vary as to the damage done to the corn crop by frost, the claims ranging from 100 per cent loss down to none, the majority from no loss to 25 per cent.

Crop report No. 12 on wheat and oats in Nebraska issued by the Nebraska Grain Dealers Assn. the latter part of Sept. gives the following results: Acreage winter wheat, 1,934,055, with an average of 15 bus. Acreage spring wheat, 446,508, 11 bus. per acre, giving a state yield of 5,326,840 bus. The oat area figured 1,957,806 acres, 5 per cent of which was found to be a total loss, and the oat crop was figured on basis of that harvested, showing an average yield per acre of 29 bus., making a state yield of 54,592,016 bus. Rye acreage 349,905, averaging 15 bus. per acre, thus giving a state yield of 5,386,832 bus. Over 4 per cent, or 2,329,322 bus. of last year's wheat crop was carried over and over 3 per cent of last year's oat crop, or 1,652,968 bus. The per centage of No. 2 and No. 3 wheat and oats was much larger than was expected on account of the excessive rain this summer and at the time of harvesting this grain 12 per cent of the wheat crop grading No. 2 and 53 per cent No. 3, while 7 per cent of the oat crop graded No. 2 and 66 per cent No. 3; thus leaving only 35 per cent grading No. 4 or no grade of the wheat crop and 27 per cent of the oat crop. Last year the acreage was as 3 to 1 in favor of winter wheat, and this year it is about as 5 to 1 in favor of the winter.—E. C.

NEW ENGLAND.

Keene, N. H.—G. H. Eames has succeeded Eames & Towne.—T.

New Bedford, Mass.—The Hathaway & McKenzie Grain Co. incorporated, \$50,000 capital, to handle grain and hay.

NEW YORK.

New York.—Frederick W. Guiteau, for many years a grain commission merchant in New York, died Oct. 5 at Irvington, aged 92 years.

New York.—Chas. E. Wilmot, a member of the firm of Goldsmith & Wolf, died very suddenly Sept. 27 at Kineo, Me. His death was due to heart failure.

Brooklyn, N. Y.—The H. H. Intemann Co. incorporated, \$1,000 capital, to deal in hay, grain and provisions. Directors: Hattie S., C. F. and W. H. Intemann, of Brooklyn.

New York, N. Y.—The Produce Exchange on Oct. 6 adopted a rule that "grain may be inspected as new crop and same noted in the certificate if of a newly harvested crop, provided such grain conforms to the existing standard of grade in all particulars and contains not under 80 per cent of new wheat."

Buffalo, N. Y.—Grain receipts at Buffalo for the month of September, according to the report of F. Howard Mason, secy. of the Chamber of Commerce, were: Wheat, 2,310,893 bus.; corn, 5,966,155 bus.; oats, 3,023,077 bus.; barley, 660,000 bus.; rye, 122,950 bus.; compared with 6,968,341 bus. of wheat, 2,390,492 bus. of corn; 1,514,401 bus. of oats; 669,768 bus. of barley, and 423,757 bus. of rye, for Sept., 1902.

BUFFALO LETTER.

D. M. Irwin, a leading member of the grain trade on 'Change, who has been out of the city most of the season, has returned to business again.

The Whitney-Eckstein Seed Co., which, with an auxiliary company, the Whitney-Noyes Seed Co., has for some time been located in the lower Terrace, has rented offices in the Chamber of Commerce building and will occupy them soon.

Churchill & Co. are still debating on the advisability of rebuilding the Diamond corn and feed mills. The remainder of the plant is very busy transferring grain and clipping oats, having three or four clipping machines running all the time.

Oat clipping is carried on at an increased rate right along. One grain man in the business estimates that there are at least a dozen machines running right along, which ought to be good for clipping 50 to 60 cars of oats a day.

It is always much harder to get cars to and from southern points than in any other direction. With the Lake Shore Railroad confessing, as reported, that it needs every day 1,500 more cars than it has, there is reason to fear a much worse famine than ever before.

The state farmers are so busy with their fruit that they are not bringing much wheat to market yet, tho the millers say there is a good crop to come. They are not paying more than about 77 cents for it and in some sections the price is less than that. It seems hardly enough, as western prices go.

The looked-for fall increase of eltr. business in the harbor has not arrived, tho it now looks as though the slight increase would be improved upon soon. Receipts of both grain and flour are still considerably in advance of last season, all grain footing up 76,000,000 bus. compared with 64,500,000 last season to date.

As is quite commonly the case the grain men on 'Change pretty nearly all staid out of city politics this fall. In fact some of them, including Pres. Dodge of the Chamber of Commerce, refused to run, although they would mostly be glad to see a good clean ticket, with no party politics in it put up, as they are not pleased with the doings of either party.

The Buffalo grain delegation to Minneapolis was much less in numbers than was

expected. Somehow it turned out at the last moment that this one and that one who were booked to go found it impossible to get away, so that it will fall on Convention Secretary Treat and Secretary Shanahan of the Chief Inspector's Assn. to bring the next meeting to Buffalo if it comes.

Western wheat is scarce, and if the demand was good it would be hard to meet it. Some days no cars of either white or red winter come in and the spring wheat situation is not much improved. Millers and consumers generally are holding off to see if the supply will not improve soon. Track receipts, practically all corn and oats, run from 50 to 80 cars a day, usually, which is a fair amount of these grains for this market.

The malting situation is reported in as good a condition as it could be expected to be with the cool summer to cut down the consumption of beer. Buffalo maltsters are not going to wait for contingencies, tho, and will pay little attention to the holding off of the brewers. They have made a satisfactory two-years' contract with the union for men and it is expected that every malt house will be running in good time. The entire outfit has a capacity for 5,000,000 bus. The only new concern in the business is the Zwickels Co., which lately came from Chicago and bought one of the east-side malt houses, laying out a lot of money in fixing it up. It has a reported capacity of 300,000 bus.—J. C.

NORTH AND SOUTH DAKOTA

Flaxson, N. D.—T. J. Larson is agt. for the Woodworth Eltr. Co.—T.

Kenmore, N. D.—Wm. Putnam has succeeded Putnam & Gray.—T.

Pembina, N. D.—D. Carey is grain buyer for the Monarch Eltr. Co.

Cando, N. D.—The Cando Roller Mill has begun grinding macaroni wheat.

Huron City, S. D.—The Huron City Mill Co. is building a 50,000-bu. eltr.

Mooreton, N. D.—The Baggs Eltr. burned recently with 12,000 bus. of flax.—F. W. W.

Bradley, S. D.—J. A. Hoover has charge of the eltr. for the McCaull-Webster Eltr. Co.—T.

Andover, S. D.—Geo. A. Voigt has succeeded Millard Pope in the grain and feed business.—T.

Hankinson, N. D.—Wm. Schutte will buy grain again this season for the Hankinson Mill Co.—F. W. W.

Palmer, S. D.—E. A. Brown has bot the eltrs. of the McCaull-Webster Eltr. Co. at Palmer and Alto.—T.

Medina, N. D.—Geo. C. Harper, of Minneapolis, has bot the warehouse of Olson, Preszler & Bollinger. He will erect an eltr. in the spring.

Tower City, N. D.—Geo. Buswell, agt. for the Dwight Mill Co., had his hand caught in the feed grinder, crushing it so badly that it was necessary to amputate it.

Volga, S. D.—W. M. Corcoran has bot the plant of Hillmer Bros. and is operating it as the Volga Roller Mills. He buys grain for shipment as well as grinding.—T.

Wyndmere, N. D.—M. J. Fearer is buying grain on track at Wyndmere and intends, as soon as the grain is marketed here, to go to some other station to buy.—F. W. W.

Kidder, S. D., Oct. 6.—Much rain in this locality has delayed threshing; only about half completed and grain yet in shocks is in bad condition.—G. Norman, agt. Cargill Eltr. Co.

Wessington Springs, S. D.—J. B. Collins can now make shipments to terminal markets direct owing to the completion of the new line of the C. M. & S. P. Ry. from Woonsocket.—T.

Burlington, N. D.—The eltr. of the Royal Eltr. Co. burned Sept. 25 with about 200 bus. flax and a small quantity of other grain. The eltr. had been completed only this fall at a cost of \$10,000, and the fire is that to be of incendiary origin. Loss, \$15,000; partly insured. The eltr. will be rebuilt at once.

Madison, S. D.—A 16-h. p. gasoline engine, No. 9 clipper cleaner, blast fan and extra cleaning equipment will be installed in the eltr. of the Union Grain & Seed Co. A. Wedgewood is secy. and mgr.

Running Water, S. D.—Capt. Jos. Leach, who has been engaged in bringing wheat down the river to Running Water and Sioux City for many years, intends buying 2 eltrs. in South Dakota and 2 in Nebraska.—T.

Sheyenne, N. D., Sept. 25.—Damp and rainy weather has damaged the crops in this locality to some extent. Wheat is yielding from 6 to 12 bus., flax 3 to 8 and oats 15 to 30 bus.—Martin Jensen, agt. Powers Eltr. Co.

Milnor, N. D., Oct. 7.—The crops are very good in this locality, but rain has delayed threshing very much and it is only about one-third done. Macaroni wheat has yielded very good here this year. Threshers report yields from 20 to 50 bus. per acre. The rains of last week have damaged the grade of wheat a great deal and some of the wheat still in shock is rejected grade now on account of the excessive rains.—F. W. W.

NORTHWEST.

Meeteetse, Wyo.—The Meeteetse Mercantile Co. has succeeded Fred Nagel.—T.

Casper, Wyo.—N. S. Bristol & Co., who were for many years engaged in the grain business at Hay Springs, Neb., are now in business at Casper.—T.

Cheyenne, Wyo.—The John G. Morgan Co., of Denver, will establish a brokerage office in Cheyenne with a private wire from Denver.

OHIO.

Versailles, O.—N. C. Didier, of F. Didier & Son, died recently.

Lodi, O.—Bennader & Homan have added flour and mixed feed to their business.

Columbus, O.—The grain committee of the Board of Trade will reorganize its grain inspection.

Fostoria, O.—Franke Bros. will enlarge and remodel the Lake Erie Eltr. and will build a 100-barrel mill.

Arcanum, O.—Burnett & Niswonger have bot the eltr. of C. F. Parks and will continue the business.

Okeana, O.—The Willey Mill & Eltr. Co. has let the contract for machinery for its new eltr. to H. C. Teeter.

Collins, O.—Mead & Woodward, of Norwalk, are building a 7,000-bu. eltr. which will be completed in about 60 days.

Cincinnati, O.—Gale Bros. have let the contract for a transfer and cleaning eltr., to be equipped with sacking devices.

Ross, O.—The Willey Eltr. Co. has secured a 25-year franchise for the construction of a telephone line in the southwestern part of Butler county.

Cleveland, O.—Secy. F. A. Scott, of the Cleveland Chamber of Commerce, has issued the regular annual report which makes a very creditable showing.—T.

Groverhill, O.—The eltr. of J. W. McMillen & Son, of Van Wert, was struck by lightning and burned Oct. 4. Fully insured. An eltr. on the same site was burned in October, 1902.

Cincinnati, O.—H. H. Hill, general mgr. of the Metzger-Hill Co., which has been incorporated under the laws of Illinois, will have his office in Cincinnati. Mr. Hill was formerly with the Union Grain & Hay Co.

Van Wert, O.—The Ireton Bros. & Eikenbary Co., incorporated, \$50,000 capital, to do a general grain business. Incorporators, Thos. E., Peter C., John A., B. L., Wm. G. and James Ireton and Harvey Eikenbary.

Cincinnati, O.—The new 178,000-bu. eltr. for the Union Grain & Hay Co. has been completed and was put into active service Sept. 25. The eltr. contains machinery for loading and unloading grain and hay, and cleaning grain.

New Bremen, O.—The barn, 2 stables with contents and 4 horses belonging to Garmhausen Bros. burned at Lock 2 Sept. 27. The fire is supposed to have been of incendiary origin as they suffered a loss of \$30,000 a short time before in the loss of their eltr.

Lodi, O., Oct. 6.—Business has been good this fall so far. Lots of grain moving, and of good quality; has not been better for years. Oats not as large a crop as expected; quality good. Corn maturing and will be a half more than was expected 30 days ago. Mills best buyers for wheat.—Bennader & Homan.

Toledo, O.—Grain receipts at Toledo for September, as reported by A. Cassaway, secy. of the Produce Exchange, were: Wheat, 742,145 bus.; corn, 1,483,500 bus.; oats, 1,385,459 bus.; barley, 24,516 bus. and rye, 33,100 bus.; compared with 2,300,925 bus. of wheat; 319,400 bus. of corn; 1,317,000 bus. of oats; 3,800 bus. of barley and 80,550 bus. of rye for Sept., 1902. Shipments for Sept. were: 185,151 bus. of wheat; 1,259,651 bus. of corn; 1,383,830 bus. of oats; 15,693 bus. of barley and 21,447 bus. of rye; compared with 814,925 bus. of wheat; 155,265 bus. of corn; 985,000 bus. of oats; 9,000 bus. of barley and 46,850 bus. of rye for Sept. last year.

The Ohio Grain Dealers Assn. will hold its regular fall meeting at the Chittenden hotel, Columbus, O., Tuesday, Oct. 20. The morning session will be called to order at 10 o'clock, with an intermission for luncheon at 12 until 1 p. m. The luncheon will be given at the Chittenden, and free of expense to all in attendance. Adjournment will be in time for the evening trains out of Columbus. No formal program has been prepared, but it will be a strictly business meeting on live topics open to discussion by everyone present. Come to this meeting with something to say for the good of the trade, and also to hear what the other fellow has to say. A free interchange of ideas and plans will greatly benefit every dealer. It matters not how much we know or do not know

of the grain business, there is yet something for all of us to learn, and there is no better or more profitable way to increase in knowledge of the business than to come in contact with our brethren in the trade. Those who contemplate attending should immediately write Sec. J. W. McCord, Columbus, so that arrangements can be made for the luncheon entertainment.

Columbus, O.—The area of wheat in Ohio does not vary greatly from that of last year, according to the report of the Ohio Department of Agriculture, issued Oct. 1. The area sown last fall was 2,037,905 acres and the product is 29,297,408 bus., or an average of 14.4 bus. per acre, which is 7,500,000 bus. less than last year, or 3.4 bus. less per acre. The quality is 88 per cent of the average. The greatest shortage is in the central, southern and southwestern counties, the eastern and northern counties having pulled the crop up to what it is. Of the crop of 1902, 7 per cent is still in the producers' hands. The oat area is about the same as in 1902 but the product is about 10,000,000 bus. less, the amount this year being 36,561,230 bus., an average of 30 bus. per acre, from an area of 1,232,633 acres. The crop in many localities was affected by rust and the grain is light, the quality being 81 per cent of the average. The acreage of rye was 25 per cent less than last year, being only 54,648 acres and producing 774,347 bus., or 14 bus. per acre, 3 bus. less per acre than for last year; the quality averages 88 per cent. The acreage of barley is 44,574, which is not quite equal to the acreage of last year. The total product is 1,018,857 bus., 23 bus. per acre; quality is 84 per cent. Corn has matured fairly well, except that planted very late, and a great amount is in the shock. Many fields are still green and as yet there has been no serious damage by frost; but while in some localities there are good crops, in others the crop is light and affected by rot, which has pulled the prospect down to 65 per cent of an average; 77 per cent has been cut for fodder, Sept. 18 being the average date for cutting.

OKLAHOMA

Alva, Okla.—Geo. A. Harbaugh is building a 10,000-bu. eltr.

Oklahoma, Okla., Oct. 5.—Rains advanced plowing and seeding in Oklahoma and Indian Territory, but damaged cotton considerably; wheat and rye coming up to fair stand and seeding well advanced; cotton picking retarded by rains, not yet in full progress, probably less than 10 per cent gathered, light to fair yield; cane and kaffir corn yielding well.—Government Report.

PACIFIC COAST.

Govan, Wash.—A warehouse has been completed for the Columbia River Milling Co.

Palouse, Wash.—Galbraith, Bacon & Co., of Seattle, will build a 50x100 ft. warehouse. M. J. Galbraith will be mgr.

San Francisco, Cal.—All the grain belonging to Eppinger & Co. in the Port Costa warehouse, amounting to about 75,000 sacks, has been sold at auction.

Walla Walla, Wash.—The H. P. Isaacs Co., incorporated, \$50,000 capital, to do a general milling, warehouse, commission and brokerage business. E. S.,

L. F. and G. G. Isaacs are connected with the company.

Portland, Ore.—Current wheat prices on the Pacific Coast are at a greater premium over Mississippi Valley prices than has been known for some years past. Among the influences which have contributed to this is the demand from Australia, where the crops have turned out very poorly.—T.

Tacoma, Wash.—The state grain commission recently held sessions for 3 days to establish grades for the coming season. The standard of weight for choice milling wheat was changed from 60½ to 60 pounds. Other grades remain the same. Wheat samples will be made up later by Commissioners Arrasmith and Reed. The commission adopted the following resolution: "The millers, grain dealers and exporters having asked that this commission adopt and enforce as part of the state inspector's system a dockage finding on all wheat more foul than the state standards, the commission unanimously feels that such a system could not at once be undertaken by the state inspector's force, because of its lack of knowledge of the machinery used in measuring dockage and the uncertainty of such machinery now in use in other states being efficient in handling Washington wheat, with its foreign matter, consisting of wild oats, cockle, etc. It is therefore the sense of this commission that the state inspector proceed at once to secure such machinery as is in use for dockage purposes in other states and experiment with it on the Washington foul wheat as the wheat arrives here, and report his findings to this commission."

PACIFIC COAST LETTER.

San Francisco, Cal.—California corn is holding up fairly well but a reduction is looked for if the arrivals of corn from the middle west increase.

Olympia, Wash.—Hammit & Ball have made a proposition to the city whereby if a bonus of \$70,000 is raised a cereal mill will be built by the firm.

Grangeville, Idaho.—Rains and storms have done considerable damage to uncut grain in this section. The harvest has been very late this year on account of the scarcity of farm hands.

San Francisco, Cal.—John M. Pettigrew, who operates extensively in spot oats, has been closed out by the bank and his oat holdines have been turned over to a local firm to sell for the creditors.

San Francisco, Cal.—R. P. Crowell, who bot out L. A. Dougherty in the Sunset Mills, has paid up his outstanding accounts and suspended business. Kelley & Henry, local grain dealers, will operate the mill.

Reardan, Wash.—Harvesting is being pushed during the present fine weather; many headers are working and if rains hold off, the harvest will be about complete in 2 weeks. The largest yield reported is an average of 41 bus. per acre for winter wheat, and 60 bus. of field oats.

San Francisco, Cal.—Wheat market dull for export account; shippers cannot sell in Europe at the high prices asked by farmers, notwithstanding the extremely low prices asked for cargoes. Barley not so firm, as shipping demand shows indi-

cations of subsiding; and as the market ginia, for Sept. 25, 1902. was sustained almost entirely by shippers, prices will probably decline. Barley crop very heavy; feed grades, \$1.12½ to \$1.15; shipping grades, 1.17½ to \$1.22½ per ctl. Speculative markets very quiet and considerably easier.—R. E. W.

PENNSYLVANIA.

Philadelphia, Pa.—The 500,000-bu. eltr. at Germantown Junction on the P. Ry. has been completed.

Hanover, Pa.—Jas. H. Colehouse, a retired grain merchant, is dead after a brief illness, aged 80 years.

Pittsburg, Pa.—About ½ of the 115 retail, grain, hay and feed dealers of Allegheny County are forming an assn.

Chester, Pa.—G. W. Moore & Co. have lost about \$500 worth of corn in a few months, which has at last been found to have been stolen by sparrows.

Trindle Spring, Pa.—The eltr. of the Paxton Flour & Feed Co., located on the Dillsburg branch of the C. V. Ry., burned recently. Loss, \$6,000; partly insured.

Philadelphia, Pa., Oct. 1.—The decline in corn causes buyers to hold off on everything. Receipts of oats are light and stocks in Philadelphia small. Feed has not declined but buyers expect a break and are holding back.—L. J. Logan & Co.

Mahanoy City, Pa.—Hoppes Bros. are building a tramway to connect their eltr. and mill, which will hold about 50 cars of hay. A power shovel and scraper to unload grain and a hopper scale, which will weigh a car load, have been installed.

Philadelphia, Pa., Sept. 23.—The break in the grain markets of the past few days has curtailed the eastern demand but stocks in jobbers and retailers hands are light and any signs of firmness will cause increased buying. Oats in transit are firmly held at 43 cents Philadelphia rate for No. 2 white, 42½ for good No. 3 white. Corn is very dull and hard to move; No. 2 yellow offered at 57 to 57½; mixed 54 and 55.—L. J. Logan & Co.

SOUTHEAST.

Macon, Ga.—Holt & Malone, grain dealers, have dissolved partnership.—T.

Huntington, W. V.—Gwinn Bros. & Co. are building an eltr. to be used for the storage of milling grain and for the shipment of surplus grain.—T.

Birmingham, Ala.—The plant of the Alabama Mill & Eltr. Co. burned Sept. 29. Loss, \$35,000; insurance, \$25,000. The plant will be rebuilt. The building occupied by W. C. Agee & Co., adjoining the burned plant, was saved from damage.

The condition of cotton on Sept. 25, as given by Edwin S. Holmes, acting chief of the Bureau of Statistics, in his report issued Oct. 3, was 65.1; compared with 81.2 Aug. 25, 58.3 on Sept. 25, 1902, and a 10-year average of 67.4. The condition was 68 in Georgia, 68 in Alabama, 69 in Mississippi, 70 in So. Carolina, 74 in No. Carolina, 71 in Tennessee, 70 in Florida and 77 in Virginia; compared with 62 in Georgia, 52 in Alabama, 63 in Mississippi, 68 in So. Carolina, 68 in No. Carolina, 76 in Tennessee, 68 in Florida and 73 in Vir-

SOUTHWEST.

New Orleans, La.—On account of the labor troubles at New Orleans grain exporters at St. Louis and Kansas City are diverting their shipments to Galveston and the seaboard.

New Orleans, La.—The 2 floating eltrs. of the New Orleans Eltr. Co., Dora and Windward, burned Sept. 25. Neither had been in operation since Sept. 1. Chas. Goll, mgr. for the company, places the loss at about \$30,000, covered by insurance.

New Orleans, La.—The grain exports from New Orleans during the month of September, as reported by W. L. Richeson, chief inspector of the New Orleans Maritime & Merchants' Exchange, amounted to 857,982 bus. of wheat; compared with 1,627,061 bus. of wheat and 13,928 bus. of rye for September last year. All exported during September was inspected by the Exchange. Of the 336,000 bus. on board but not cleared 296,000 bus. have been inspected by the Exchange.

Edwin S. Holmes, acting chief of the Bureau of Statistics, in his report issued Oct. 3, states that reports of damage from rust, shedding, drouth, caterpillars and worms are general thruout the cotton states, the damage in Texas being caused more particularly by the boll weevil and boll worm. The crop is reported as from 2 to 4 weeks late and that it will be no top crop. The condition of cotton on Sept. 25 is given as 54 in Texas, 69 in Arkansas, 71 in Louisiana, 71 in Indian Territory, 72 in Oklahoma and 74 in Missouri; compared with 47 in Texas, 68 in Arkansas, 64 in Louisiana, 65 in Indian Territory, 61 in Oklahoma and 73 in Missouri a year ago.

TENNESSEE

Nashville, Tenn.—An eltr. will probably be built at Nashville soon.

Nashville, Tenn.—Erhardt & Wagonner have engaged in the grain business.—T.

Nashville, Tenn.—Gill & Smith, wholesale grain dealers, have dissolved partnership.—T.

Memphis, Tenn.—W. C. Agee & Co., of Birmingham, Ala., will open a branch office in Memphis. The company has put all its business on a cash basis.

Nashville, Tenn.—The south is pushing rapidly to the front in all kinds of commercial life and Nashville is so situated as to become in the near future an important grain center. During the year ending in July the grain, hay and mill business of the city amounted to 49,647 cars, valued at \$19,984,597. These figures give the trade of Nashville firms and do not include shipments from firms in other cities, which are kept here until sold and then forwarded to various points. The grain and flour business for 1902 reached a value of \$10,000, exceeding that of any other line of business.—Miller & Co.

TEXAS.

Dallas, Tex.—The arbitration committee of the Texas Grain Dealers Assn. disposed of several cases at a meeting Sept. 29.

Dallas, Tex.—The Texas Fuel & Grain Co., incorporated, \$10,000 capital. Incorporators, H. Z. S. Kniffin, H. A. and T. B. Burnett.

Austin, Tex.—The railroad commission has canceled the application of grain rates to shipments of rough rice in car loads

between points on the Gulf & Interstate Ry.

Galveston, Tex.—The grain exports during the month of September, as per the report of C. McD. Robinson, chief inspector of the Board of Trade, amounted to 3,225,811 bus. of wheat and 209,143 bus. of corn; compared with 2,999,000 bus. of wheat and no corn for Sept., 1902.

H. B. Dorsey, sec. of the Texas Grain Dealers Assn., has advised members that the railroad commission on Sept. 15 made a small change in the corn and oat rate and if anything the change is beneficial to the shipper. Prior to the hearing, the rate on corn and oats over three lines of road was 15c, this being the minimum rate, while under the change it is possible to ship over three lines of road and not pay the 15c rate. This, however, would occur only in short hauls over all the roads, so the change does not affect the rate on corn and oats.

Galveston, Tex.—Quick work by the John S. Metcalf Co. reduced the delay in shipping grain out of the Sunset Eltr. to a minimum. On receipt of telegraphic advice Mr. Metcalf and the company's superintendent proceeded to Galveston, and in 10 days constructed a temporary gallery about 500 ft. long, containing 36-in. belt conveyor, ready to load grain into steamers at the rate of 15,000 bus. per hour. This is a pretty good record, and was very gratifying to the Southern Pacific Co., whose export facilities were badly crippled by the fire that destroyed the conveyor gallery Sept. 21.

TEXAS LETTER.

Ft. Worth, Tex.—The case of the Rosenbaum Grain Co. is still a live topic at Ft. Worth. The Interstate Commerce Commission and the Texas Railroad Commission have had representatives in Ft. Worth investigating the accounts of the company and of the Rock Island Ry. It is expected that the Interstate Commerce Commission will take action at some early date.

The chances are that the grain area of Texas will be largely increased owing to the damage done to the cotton crop this season by the boll weevil. In central Texas the acreage in corn this year is much larger than last and there is every reason to believe that the acreage of this grain will be even larger next season, as the boll weevil is particularly destructive in that section. Alfalfa is also attracting considerable attention and the acreage in this feed stuff is being increased very rapidly.—J. S. W.

WISCONSIN.

Sparta, Wis.—Martin Jackson is building an eltr.

Askeaton, Wis.—M. Summers will buy for the A. G. Wells Co. this season.

Thorpe, Wis.—Beilfuss Bros., grain commission merchants, have filed a petition in bankruptcy.

Medina, Wis.—The Starke Grain Co. will build a store and feed mill in connection with its eltr.

Fond du Lac, Wis.—The W. W. Cargill Co., of La Crosse, will build an eltr. at Calumet harbor, 11 miles northeast of Fond du Lac. The C. M. & S. P. Ry. will extend its road to that point.

Milwaukee, Wis.—W. O. Forker is in charge of the office which Gillett & Denniston, of Chicago, have opened in Milwaukee. The house will deal in grain exclusively at first, but may establish other

lines later. Mr. Forker, who is a partner, was formerly connected with the Milwaukee office of Ware & Leland.

Milwaukee, Wis.—The heaviest trading on record on the Chamber of Commerce was on Sept. 24, when 35,000,000 bus. was sold. The large trade grew out of the decline of the market thru the put price.

Watertown, Wis.—The Watertown Grain Co. has installed a 15-h. p. dynamo and the eltr. is now lighted by electricity. A grain loader, capable of loading a car in less than an hour, has also been installed.

Milwaukee, Wis.—The following transfers of membership in the Chamber of Commerce has been posted recently: Jas. Connell to S. P. Arnott, Chicago; A. T. Riddell to C. G. Bogart, secy. of the open board of trade, Chicago; Moses H. Brand to Frank B. Crawford, of Floyd, Crawford & Co., New York; Fred Klein to Richard Haertel, assistant mgr. of the Daisy Roller Mills.

Madison, Wis.—The corn belt of the state, which includes the counties of Columbia, Crawford, Dane, Dodge, Grant, Green, Iowa, Jefferson, Lafayette, Milwaukee, Ozaukee, Racine, Richland, Rock, Sauk, Walworth, Washington and Waukesha, which in 1900 had 939,781 acres of corn and produced 35,393,760 bus., the percentage this year is 87; the remainder of the state, which in 1900 produced 17,916,100 bus., produces 60 per cent this year. The difference in the quality would undoubtedly be greater than the figures show.—John M. True, secy. state board of agriculture.

MILWAUKEE LETTER.

Reports received here indicate that the buckwheat crop will be very poor.

All grades of wheat below No. 1 northern are sold here without dockage.

Clinton, Wis.—H. N. Cronkrite is buying this season for the Northern Grain Co.

Independence, Wis.—John Sprecher is improving his eltr. and installing a 12-h. p. gasoline engine.

Suring, Wis.—Serier Bros. are operating the eltr. which they recently purchased from Post & Johnson.

Lake Mills, Wis.—T. H. Hahn, a general store keeper, is attempting to buy grain for loading on track.

Robert Eliot, the veteran grain dealer, fell while alighting from a car recently and dislocated his shoulder.

Markesan, Wis.—Sink Bros. have succeeded Wm. Sink in the grain business. They are operating the Peacock Eltr.

Over 50 members of the Chamber of Commerce inspected the new car ferry Grand Haven upon the invitation of Capt. Crosby.

Fisks, Wis.—The Wisconsin Malt & Grain Co. will add a new eltr. here to its line of houses. A. J. Proctor, of Beaver Dam, is in charge of the stations on the Northern Division.

Montford, Wis.—John H. Johnson, who acquired the Matthews Warehouse some months ago, and operated it under contract with the Northern Grain Co., is buying and shipping on his own account.

The Omaha road opened its new extension from Chippewa Falls to Holcome, Wis., Oct. 2, a distance of 55 miles. Holcome is so named in honor of the wife of a prominent grain merchant of Milwaukee.

Outside buying, principally by state and Chicago shippers, and the continued de-

mand from local plants has placed sound, dry milling wheat at a premium and the inquiry for choice wheat has been so active as to cause a scarcity here. Off grades are slow sale.

The Berger-Anderson Co. has increased its capital from \$250,000 to \$500,000 and on Oct. 1 opened offices in the Chamber of Commerce building for a general grain and shipping business, in addition to its milling business. The eltr. adjoining the mill has been remodeled and equipped with machinery for the loading of boats.

The membership of Wm. Faist, deceased, in the Chamber of Commerce, has been sold for \$600 to W. O. Forker by S. W. Tallmadge. James Kidston has bot the membership of Richard Riordan; and Harry Stratton, of C. R. Lull & Co., has bot a membership from E. P. Mueller. H.

M. Messer, formerly traveling agt. for E. P. Bacon & Co., has sold his membership to John R. Leonard, of Chicago.—T.

Fairchild, Wis.—The N. C. Foster Lumber Co. has sold its merchandise business only to the Farmers' Mutual Trading Co., which has been writing for market reports and signing itself successor to the N. C. Foster Lumber Co., who will continue to buy grain at stations which it controls on the Fairchild & N. E. Ry.—T.

The Rice Assn. of America has voted to raise \$20,000 for a rice kitchen at the St. Louis World's Fair.

Nearly 1,000,000 acres of lands in the northern part of Beltrami Co., Minn., are to be opened soon to settlement. Much of the area is suited to grain growing.

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Oct. 12 have been 65,890,000 bus.; compared with 96,854,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to Oct. 12 have been 49,100,000 bus.; against 25,986,000 bus. for the corresponding period a year ago.

Oat-clipping establishments in the central markets can not be expected to perform the impossible with some of the very light oats received this season.

A Grain Purifier

On which letters patent have not yet been issued is not a safe machine to buy, and you may get a law suit with it.

The essential features of our Purifier are fully covered by U. S. Letters Patent No. 592,691, issued Oct. 26, 1897, and whoever uses same without our permission is liable for damages for infringement. Write for particulars to

The American Grain Purifier Constructing Co.

Davenport, Ia., or Kentland, Ind.

Record of Cars Shipped

FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger Paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car. No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½ x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners.

Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

Are You Insured Against Damp Grain?

Nearly everybody is protected by Fire Insurance, but the losses to grain dealers from fire this season will not begin to compare with those occasioned by the heavy rains, which mean wet grain; and wet, heated or fermented grain means loss.

By using a

"PERFECTION" GRAIN DRIER

you can remove all moisture from grain without detriment to its quality or appearance. That's insurance, that's sure!

Don't delay. Write today.

REFERENCES

Babcock & Hopkins, Rensselaer, Ind.
Caldwell, Barr & Co., Earl Park, Ind.
Ross & Ross, Chalmers, Ind.

TWEEDALE & HARVEY

Room 905, 303 Dearborn Street
CHICAGO

The Purchase of the

Hess Pneumatic Grain Driers,

To the exclusion of all other devices, by

The Armour Grain Company	Chicago
Bartlett, Frazier & Company	"
Chicago Ry. Terminal Elevator Co.	"
Chicago Dock Company	"
The Richardson Company	"
Chicago Grain Salvage Company	"
Consolidated Elevator Company	Duluth
Northern Grain Company	Manitowoc
Cleveland Grain Company	Cleveland
Udike Grain Company	Omaha
Illinois Central R. R. Company	New Orleans
Texas & Pacific Ry. Company	"
Kansas Grain Co.	Hutchinson, Kans.
Omaha Elevator Co.	Omaha, Neb.

AND MANY OTHERS.

Indicates the unanimous conviction among grain men that the HESS DRIER is a necessary and profitable adjunct to the grain business.

The investments by the above mentioned concerns alone, in HESS DRIERS aggregate \$200,000.00.

New book describing the drier free.

Hess Warming & Ventilating Company

707 Tacoma Building ————— Chicago

Suits— Decisions

Suit to recover the value of war revenue stamps on duplicate bills of lading has been brot at Detroit, Mich., by the Michigan Central Railroad.

Murphy & Ryburn, grain dealers of Glenwood, Ind., have brot suit against the C., H. & D. R. R. Co. to recover \$600 damages for delay in forwarding a car of shelled corn to its destination, last December.

The Duff Grain Co., of Nebraska City, has brot suit against a farmer at Bennett to recover \$210 for breach of contract in failing to deliver 3,000 bus. of corn at 32 cents. When the contract expired corn was valued at 39 cents.

The Nye-Jenks Co., operating the large grain elevator at Washburn, Wis., has brot suit against the town in the Federal Court to restrain the collection of taxes on grain in the elevator valued at \$80,000. The company claims the grain is not taxable, being property in transit.

Under the provisions of Rev. St. 1895, art. 327, the railroad was authorized to sell the oats to pay the charges thereon accrued, on giving notice of the sale as prescribed by article 328. Held, that a sale without notice was illegal; rendering the railroad liable to the owner of the oats as for a conversion thereof.—Gulf, C. & S. F. Ry. Co. v. North Texas Grain

Co. Court of Civil Appeals of Texas. 74 S. W. 567.

The measure of damages for refusing to accept goods under a contract of sale is the difference between the market value at the time of the breach and the contract price. The market value may be fixed by a prompt resale at the best price obtainable. *Gehl v. Milw. Prod. Co.* Supreme Court of Wis. 93 N. W. 26.

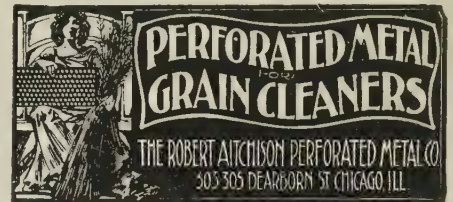
Barbour & Younkin, of New Sharon, Ia., have brot suit against the Iowa Central Railroad to recover \$10,000 damages for removing a spur extending from the main line to the elevator. The track has been maintained since 1871. The road claims that a recent change in grade makes it impossible for the track to be maintained in its former position.

There being no proper storage facilities at the place to which the oats were consigned, the railroad took them to another town, 14 miles away, where they were properly stored. Held, the railroad was not liable for damages to the oats caused by an unprecedented storm. *Gulf, C. & S. F. Ry. Co. v. North Texas Grain Co.* Court of Civil Appeals of Texas. 74 S. W. 567.

A remarkable decision against the Chicago Board of Trade was given recently by Judge Shiras, of the United States Circuit Court of Appeals at Dubuque, Ia., in its suit to prevent the use of its continuous market quotations for gambling purposes by the Christie Grain & Stock Co., of Kansas City. The judge held that as the board did not come into court with clean hands it was not entitled to relief in a court of equity. This was his conclusion from evidence that

only 15 per cent of the board's recorded transactions actually were carried out. The Board of Trade will appeal to the Supreme Court.

A bank check is revocable by the party making it at any time prior to its presentation for payment, unless the bank on which it is drawn has accepted or certified it, or otherwise become obligated to its payment, and the drawer of a check procured from him by fraud may stop the payment of it, though it has been transferred to an innocent holder. Therefore, when a debtor gives his check for the amount of a debt, there is no presumption that it is received in satisfaction of the debt, as the giving of a check for a debt is a conditional payment, and the debt is discharged only when the check is paid.

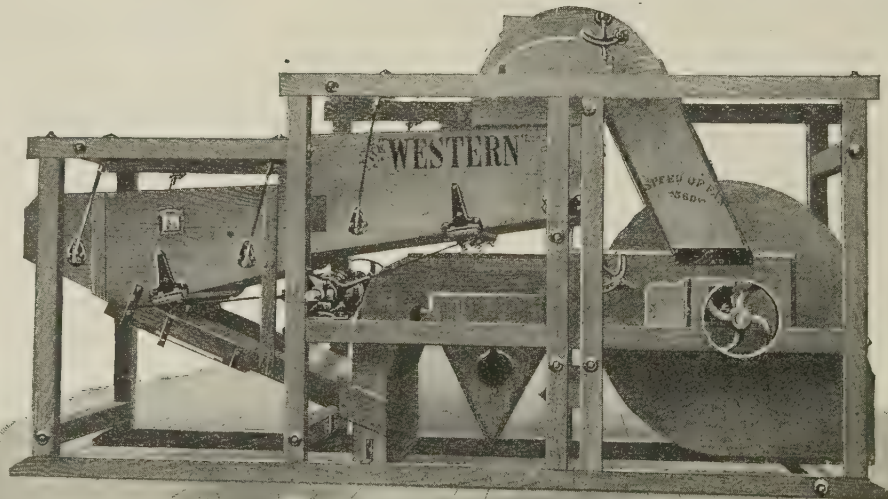


"Western" Shaker Cleaner

Cleans corn, wheat or oats perfectly without changing screens. Using one on your grain will insure enough better grades to pay for it.

"Western" Corn Sheller

is designed especially for grain warehousemen. It has large capacity and is well built. Its improved adjusting lever makes it possible to adjust the cylinder to any kind or condition of corn while running. Made in eight sizes. Write for catalog and discounts.



Side View of Western Shaker Cleaner.

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DECATUR,
ILLINOIS

We make a specialty of the machinery and plans for modern elevators—employing a licensed architect.

St. Louis Will Have Public Weights.

The St. Louis Merchants' Exchange, after prolonged agitation and considerable irritation, has finally adopted the following straightforward and decisive rule governing the weighing of grain received in that city:

All grain and hay received in St. Louis or East St. Louis or places contiguous thereto, on account of members of the Merchants Exchange, or consigned for sale to this market, must be weighed under the supervision of the Department of Weights of the Merchants Exchange, through some elevator, warehouse or track or wagon scales under their supervision. The same rule to apply on grain and hay shipped from this market. The fees to be charged and collected for this service shall be the fees fixed by the Weighing Committee and approved by the Board of Directors from time to time.

Shippers to that market should thro up their hats and give three whoops and a tiger for the committee which has finally brot about the enforced use of Merchants' Exchange Weights. The weighing committee also drafted a new schedule of elevator charges which shall be enforced until the work is better in hand. Then it may be able to effect a reduction. However, shippers can well afford to pay several times the fees listed rather than be subject to heavy shortages in their shipments.

The board of directors of the Merchants' Exchange has materially increased the scope of its department of weights, so that the equipment must be considerably enlarged and the expense increased. It is proposed that no expense shall be spared to insure a thoro, accurate and careful management of all the details of the department. The shippers should bear in mind that it is their grain which is to be weighed; that they are to pay the fees. Hence they should insist upon having every shipment weighed by the Mer-

chants' Exchange weighing bureau. Permit no trifling in the matter by any receiver.

The fees as fixed by the weighing committee, and approved by the board, are as follows:

ELEVATORS.

50c per car for all cars unloaded. 25c per car for all cars loaded out. ¼c per sack unloaded by boat or wagon. 15c per M. bus. loaded in barges.

Burlington,
Rogers,
Merchants,
Central "B,"
Mound City,
Wabash,
Brooklyn St.,
Exchange,
Mississippi Val.,
Venice,

Union,
Advance,
East,
Belt,
Columbia,
Montgomery "B,"
Terminal,
McReynolds,
Granite City.

MILLS.

\$1.00 per car unloaded. ¼c per sack unloaded by wagon.

Plants,
Purina,
Victoria,
Valley,
Mo. Forage,
Buss,

Eureka,
Kehlor,
Hazel,
E. O. Standard,
Sparks.

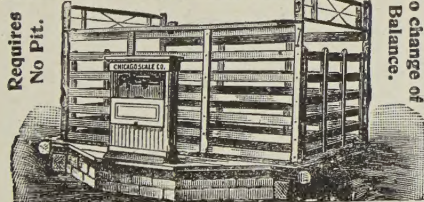
\$1.00 per car for all cars unloaded at all hay, grain and transfer warehouses, breweries, malt houses and sacking tracks.

25c per car unloaded on team tracks, to maintain a watchman to guard against all unnecessary loss, waste and stealing.



Diploma and Gold Medal

Steel Frame & Royal Scale Rack



Also at Wholesale Prices: Sewing Machines, Saws, Bicycles, Blacksmiths' Tools, Feed Mills, Corn Shellers, Engines, Boilers, Plows, Scrapers, Wire Fence, Stoves, Saddles, Harness, Buggies, Sleighs and hundreds of useful articles. Catalog free. Address CHICAGO SCALE CO., 296 Jackson Boulevard, Chicago, Ill.

Awarded Chicago Scale Co. for best Stock and Hay Scales at Omaha Exposition. Official Scales Stock Pavilion, World's Fair, Chicago, 1893. Require no pit. Steel Frames, Irons for Stock Racks. Scales for all purposes. Best Quality. Lowest Prices. Warranted.



THE AJAX SYSTEM Protects Mills and Elevators Against Lightning Loss.

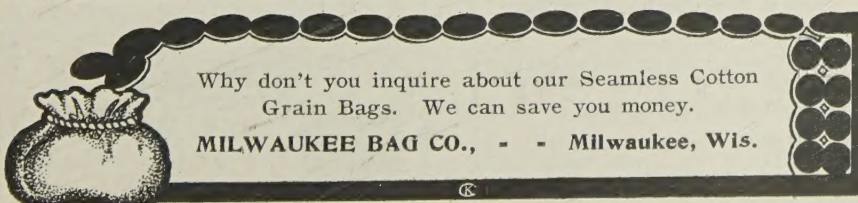
Estimates Furnished for all parts U. S. and Canada. Ajax Conductor & Mfg. Co. Medinah Temple, Chicago.

WE ARE LARGE MANUFACTURERS OF

Steel Roofing, Corrugated Iron, Etc.

We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., CHICAGO, ILL.



FIRE INSURANCE

MILL OWNERS
MUTUAL FIRE INSURANCE CO.
Des Moines, Iowa.
Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.
J. G. SHARP, Secretary, Des Moines, Iowa.

The Grain Dealers National Mutual Fire Insurance Co.

C. A. MCCOTTER, Secretary,
INDIANAPOLIS, IND.

"Because we insure Grain Dealers' property only is why Grain Dealers prefer our Policies."

Reliable Insurance...

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.
205 La Salle Street, CHICAGO, ILL.
Chartered 1865 Assets, \$3,380,676.56
Net Cash Surplus, \$466,594.95
W. L. Barnum, Sec'y.

Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

21 Years Successful Business.

Assets,.....\$958,473.31
Losses Paid,.....718,556.00
Net Cash Surplus, 214,743.50

50% DIVIDENDS 1899
1900
1901

Insures Flour Mills, Grain and Elevators.

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

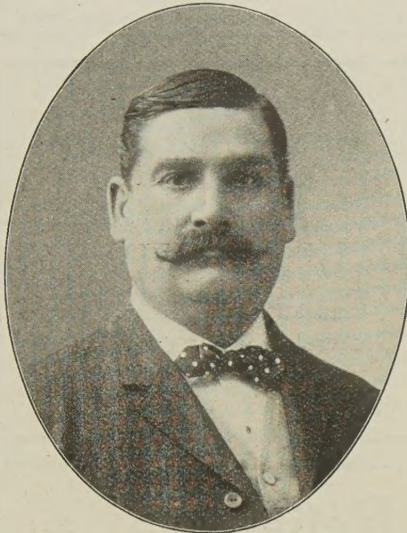
MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

Seth Catlin Appointed Chief Inspector at Boston.

By the appointment of Seth Catlin as chief grain inspector the Boston Chamber of Commerce has obtained a guarantee that the grades in its market will be maintained at their former high stand-



Chief Grain Inspector, Seth Catlin, Boston, Mass.

ard. The appointment is especially fortunate, as Mr. Catlin's work is well known to eastern exporters, who have often availed themselves of his services when buying grain in the Chicago market, where he was for three years an official sampler of the Board of Trade.

Mr. Catlin was born at Chicago 46 years ago, and has been identified with the grain trade for 30 years. After serving in various cities thruout the country he went, in 1880, to New York, to ac-

cept the position of official deputy grain inspector. Mr. Catlin is a good judge of grain, and is thoroughly qualified by long experience to discharge the responsibilities of his new position in an acceptable manner.

FREE HOMES.

Along the line of the Union Pacific Railroad in Eastern Colorado there are thousands of acres of Government Land which is as productive as any of the lands in the States farther east that is worth \$100.00 per acre. Any settler who will live on this land five years can get a quarter section (160 acres) free. Every acre of this land in a few years will be worth as much as any of the lands in the older States.

There are thousands of men out of employment and others who would be glad to secure a home on this land if they knew of the opportunity that is offered.

W. S. Pershing of Limon, Colorado, has been in the employ of the Government and the U. P. R. R. as a surveyor for twenty-five years, and is familiar with that whole section of the country. He has a ranch of 14,000 acres all fenced and several hundred acres under cultivation where he is raising, wheat, rye, oats, corn, barley, potatoes, alfalfa and crops of all kinds that look as fine as any to be seen in the older States.

Mr. Pershing would be pleased to give information to others who would like to come to that section to settle. He has also had placed in his hands thousands of acres of the best lands in Lincoln County, the finest county in Colorado, for sale, which can be had for from \$2.50 to \$10.00 per acre. In a few years this land will be worth many times the prices at which it can be bought now. Parties who would consult their best interests will take the advice of such men as Andrew Carnegie and Dr. J. K. Pearson, the great philanthropists, to go west, get land and hold on to it a few years, and it will make them rich.

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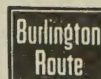
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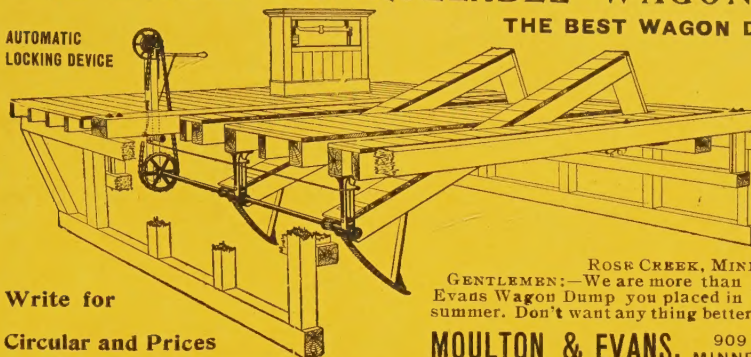
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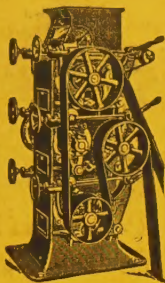
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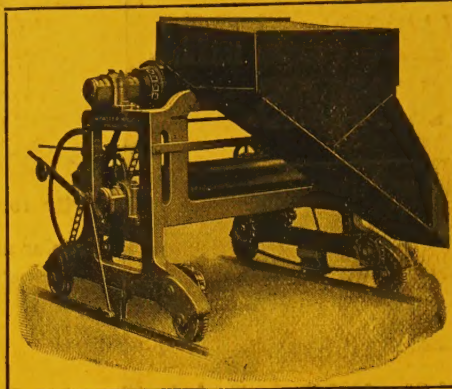
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